

Business Resource Guide for Alaska Fishermen

A source book of marine-related
services and information



Marine Advisory Program

Business Resource Guide for Alaska Fishermen

A source book of marine-related services and information



Terry Johnson, Editor

Published by Alaska Sea Grant Marine Advisory Program
University of Alaska Fairbanks

Alaska Sea Grant College Program
University of Alaska Fairbanks
P.O. Box 755040
Fairbanks, Alaska 99775-5040
Toll free (888) 789-0090
(907) 474-6707 • fax (907) 474-6285
www.alaskaseagrant.org



MAB-57

Elmer E. Rasmuson Library Cataloging in Publication Data:

Business resource guide for Alaska fishermen / Terry Johnson, editor. – Fairbanks, Alaska : Alaska Sea Grant College Program, 2006.

53p.; cm.

Notes: "MAB-57."
ISBN 1-56612-101-9

1. Fish trade—Alaska. 2. Seafood industry—Alaska. 3. I. Title. II. Johnson, Terry Lee, 1947-.
HD9457.A4 B87 2006

Credits

This book is published by the Alaska Sea Grant Marine Advisory Program, supported by the U.S. Department of Commerce, NOAA National Sea Grant Office, grant NA16RG2321, projects A/161-01 and A/152-01; and by the University of Alaska Fairbanks with funds from the State of Alaska's Fisheries Revitalization Strategy" with state funds. The University of Alaska is an affirmative action/equal opportunity employer and educational institution.

Sea Grant is a unique partnership with public and private sectors combining research, education, and technology transfer for public service. This national network of universities meets changing environmental and economic needs of people in our coastal, ocean, and Great Lakes regions.

Book design is by Beverly Bradley, and editing is by Pam Kravitz and Sue Keller. Cover photo by Sam O'Toole. Inside photo by Deborah Mercy.

Alaska Sea Grant College Program
University of Alaska Fairbanks
P.O. Box 755040
Fairbanks, Alaska 99775-5040
Toll free (888) 789-0090
(907) 474-6707 • fax (907) 474-6285
www.alaskaseagrant.org



Table of Contents

Aquaculture	1
Business Development.....	4
Education, Training, and Employment Assistance	12
Fisheries Associations	16
Fisheries and Seafood Technology	24
Fisheries Safety and Health	30
Seafood Shipping Materials and Services.....	34
Seafood Processing and Marketing.....	38
Industry-Related Trade Shows	46

Introduction to the First Edition

This guide lists organizations, agencies, programs, publications and companies that provide information, assistance, or services to individuals and businesses in Alaska's commercial fishing and seafood industries.

It is organized into nine sections by topic. Some entries are listed in more than one section; many others could be but are not in this edition. Note that most sections start with Agencies and Organizations, followed by Publications and Web sites. A final section includes trade shows that may pertain to the contents of more than one section.

If you can't find what you are looking for in the most logical section, look in others that are related. For example, if what you seek is not in the section labeled Fisheries and Seafood Technology, try Seafood Processing and Marketing.

This guide is a work in progress. Many entries do not have descriptive information. No doubt there are other entities that should be included. Although we have done extensive fact checking, in some cases contact information may be out of date, and some entities may have ceased to exist altogether by the time this edition is published. You are encouraged to contribute to the success of this project by providing content information, reporting errors, or suggesting new entries to the editor, at (907) 235-5643 or rftlj@uaf.edu.

Updated content can be entered in the online version found at www.alaskafishbiz.org within a few weeks of reporting. The plan is to update the print version annually. Comments, criticism, and suggestions for new categories are always welcome.

Terry Johnson, Editor
January, 2006



Aquaculture

Agencies and Organizations



Alaska Department of Environmental Conservation (DEC)

Division of Environmental Health and Seafood Section

555 Cordova Street
Anchorage, AK 99501-7501
(907) 269-7640 or (907) 269-7501
(907) 269-7510 - Fax
www.state.ak.us/dec

DEC's Food Safety and Sanitation Program conducts reviews, inspections, training, permitting, and investigations regarding all facilities that process, manufacture, sell, and serve food, including seafood, in Alaska. For aquaculture information visit www.state.ak.us/dec/deh/fss/seafood/shellfish.htm or call 907-269-7638.

Alaska Department of Fish and Game (ADF&G)

8800 Glacier Hwy, Suite 109
Juneau, AK 99801
(907) 789-6160 or (907) 465-4210
(907) 789-6170 - Fax
www.adfg.state.ak.us

Processing permits, commercial fishing permits, applications for shellfish farm sites, and related information are available through ADF&G. For information on aquaculture visit www.adfg.state.ak.us/geninfo/WNHANCE/MARICULT/maricult.html or call 907-465-6150.

Alaska Department of Natural Resources (DNR)

Division of Mining, Land & Water

Aquatic Farming Program

550 W. 7th Ave., Suite 1260
Anchorage, AK 99501-3557
(907) 269-8400
(907) 262-8901 - Fax
www.dnr.state.ak.us/mlw/aquatic/index.htm

Information on Aquatic Farm Leases including applications, instructions, guidelines, and necessary authorizations are available from the Aquatic Farming Program, in DNR's Division of Mining, Land & Water.

Alaska Shellfish Growers Association (ASGA)

P.O. Box 20704
Juneau, AK 99802-0704
www.alaskashellfish.com

The Alaska Shellfish Growers Association is a private non-profit organization representing shellfish farmers and those interested in developing shellfish aquaculture in Alaska. ASGA provides information on marketing, research and development, and shellfish husbandry techniques.

Alutiiq Pride Shellfish Hatchery

101 Railway Ave.
Seward, AK 99664
(907) 224-5181
jjh@seward.net

The only hatchery in the state that produces seed oysters and clams for the Alaska shellfish farming industry.

Armstrong Keta, Inc.

P.O. Box 21990
Juneau, AK 99802
(907) 586-3443
aki@ak.net

Cook Inlet Aquaculture Association (CIAA)

40610 Kalifornsky Beach Road
Kenai, AK 99611
(907) 283-5761
(907) 283-9433 - Fax
info@ciaanet.org
www.ciaanet.org

The Cook Inlet Aquaculture Association is a nonprofit association dedicated to self-perpetuating salmon stocks and their habitats. Special attention is given toward applying science and technology to maximizing the value of Cook Inlet (Area H) salmon.

Douglas Island Pink and Chum, Inc.

2697 Channel Dr.
Juneau, AK 99801
(907) 463-5114
eric_prestegard@dipac.net
www.dipac.net

A private nonprofit salmon aquaculture corporation operating hatcheries in the Juneau area.

Aquaculture

Kodiak Regional Aquaculture Association

104 Center Ave. #200, Box 3407
Kodiak, AK 99615
(907) 486-6555
kraa@gci.net

A regional nonprofit salmon aquaculture association that operates hatcheries at Pillar Creek and on Afognak Island.

Marine Advisory Program (MAP)

Alaska Sea Grant

University of Alaska Fairbanks

1007 W. 3rd Ave., Suite 100
Anchorage, AK 99501
(907) 274-9691
(907) 277-5242 - Fax
www.marineadvisory.org
map@sfos.uaf.edu

The Alaska Sea Grant Marine Advisory Program is a state-wide outreach and technical assistance program designed to help Alaskans wisely use, conserve, and enjoy the state's marine and coastal resources. As the extension arm of Alaska Sea Grant, MAP has an extensive list of publications to loan or purchase and nine offices around the state. MAP agents and specialists are university faculty with various areas of expertise including marine mammals, seafood quality, tourism, aquaculture, and seafood marketing.

Northern Southeast Regional Aquaculture Association

1308 Sawmill Creek Road
Sitka, AK 99835
(907) 747-6850
pete_esquiro@nsraa.org
www.nsraa.org

Prince William Sound Aquaculture Corporation (PWSAC)

P.O. Box 1110
Cordova, AK 99574
(907) 424-7511
(907) 424-7514 - Fax
pwsac@ctcak.net
www.ctcak.net/~pwsac

A private nonprofit corporation founded in 1974 with headquarters in Cordova. PWSAC strives to maximize the value of Prince William Sound salmon and operates five hatcheries in the area. Visit the Web site to see salmon return forecasts and summaries.

Southern Southeast Regional Aquaculture Association

2721 Tongass Avenue
Ketchikan, AK 99901
(907) 225-9605
admin@ssraa.org
www.ssraa.org

Valdez Fisheries Development Association

P.O. Box 125
Valdez, AK 99686
(907) 835-4874
vfdaserv@alaska.net

Operates the Solomon Gulch Hatchery.

Aquaculture

Publications and Web Sites



Aquaculture Outlook

usda.mannlib.cornell.edu/reports/erssor/livestock/ldp-aqs

A database searchable by species that includes aquaculture stats and price information from the USDA Economic Research Service.

Food & Agriculture Organization of the United Nations

www.fao.org/fi/statist/statist.asp

This Web site provides statistics on global nominal catches of fish, crustaceans, and mollusks in addition to other aquaculture information. FISHSTAT, a downloadable database of fisheries statistics, is also available.

Global Aquaculture Advocate Magazine

www.gaalliance.org

Bimonthly publication featuring news and technology for responsible aquaculture, published by the Global Aquaculture Alliance.

Guidelines for Shellfish Farming in Alaska

www.uaf.edu/seagrant/bookstore/pubs/AN-16.html

A guide on how to get accurate information on shellfish farming, starting a business, financing, choosing a site, and other information and cautions. *By Brian Paust and Ray RaLonde, published by Alaska Sea Grant, 1997.*

Small-Scale Marketing of Aquaculture Product

aquatic.org/publicat/usda_rac/efs/srac/350fs.pdf

Publication with sections on family operations, direct sales to retailers and the public, licenses and permits, live haulers, advertising and more. *By Ronnie J. Gilbert, published by the Southern Regional Aquaculture Center, 1989.*

Spawn, Spat, and Sprains: A Manual for Aquaculture Safety in Alaska

www.uaf.edu/seagrant/bookstore/pubs/AN-17.html

A unique booklet covering dangers on aquaculture work-sites and how to reduce the chance of injury. *By Jerry Dzugan and Dan Falvey, published by Alaska Sea Grant, 1998.*

Business Development

Funding and Financing Assistance

Alaska Department of Commerce, Community and Economic Development (DCCED)

P.O. Box 110809
Juneau, AK, 99811-0809
(907) 465-2500
(907) 465-3767 - Fax

DCCED provides a variety of resources for small business owners, including economic and community information statewide. Resources can be found in the following areas:

DCCED Office of Economic Development

oed@commerce.state.ak.us
www.dced.state.ak.us/oed

The Office of Economic Development and the Fisheries Development Group work closely with the Alaska seafood industry to increase the value of the fishery resource. Focus areas included detailed economic analysis, product development support, shellfish farming, direct marketing, entrepreneurial development, seafood quality, networking for industry, and statewide salmon efforts.

DCCED Division of Investments

P. O. Box 34159
Juneau, AK 99803-4159
(907) 465-2510 or (800) 478-5626
(907) 465-2103 - Fax
investment@commerce.state.ak.us
www.dced.state.ak.us/investments

The Alaska Division of Investments' primary responsibility is to administer and service eleven state loan programs under the DCCED. These programs are primarily designed to promote economic development through direct state lending in industries that are not adequately serviced by the private sector. Active lending is currently available in four programs: Commercial Fishing, Fisheries Enhancement, Small Business Economic Development (SBED), and Rural Development Initiative Fund. Following is a description of each loan program:

Commercial Fishing Revolving Loan Program

The goal of the Commercial Fishing Revolving Loan Fund is to provide long-term, low interest loans to promote fisheries development through the purchase and continued maintenance of commercial fishing vessels and gear. Loans are available for vessel purchase, vessel and gear upgrades or refinancing,

quota shares, limited entry permits, product quality improvements, and tax obligations. The interest rate is 2% above the prime rate, and the maximum loan term is 15 years. Product quality upgrade loans are 2% below prime. Available only to Alaska residents. The program will also make loans to community entities that qualify under the Gulf of Alaska Community Quota Entity program.

Fisheries Enhancement Loan Program

A state program that lends money for fish hatcheries. Loans may be made for planning, construction, and operation of fish hatchery facilities, including preconstruction activities necessary to obtain a permit, construction of a hatchery facility, and costs to operate the facility. The maximum loan amount is \$10,000,000 and the maximum loan term is 30 years. Certain permits and qualifications are required.

Small Business Economic Development

The purpose of SBED loans is to provide private sector employment by financing the start-up or expansion of businesses that will create significant long-term employment.

Rural Development Initiative Fund

The Rural Development Initiative Fund is a state program designed to provide loans for working capital, equipment, construction or other commercial purposes in rural areas. Loan funds are earmarked for businesses that serve the fishing industry. Eligible businesses must be in a community that is not connected by road to Anchorage or Fairbanks with a population of 5,000 or less, or connected communities with populations of 2,000 or less. Loans must result in the creation of new jobs or the retention of existing jobs in the eligible community.

Alaska Department of Fish and Game (ADF&G) Alaska Seafood Processor and Exporter License and Permit Application and Intent to Operate

8800 Glacier Hwy, Suite 109
Juneau, AK 99801
(907) 789-6160 or (907) 465-4210
(907) 789-6170 - Fax
cfweb@fishgame.state.ak.us
www.adfg.state.ak.us

ADF&G provides the Alaska Seafood Processor and Exporter License and Permit Application and Intent to Operate, which is a comprehensive packet containing the applications necessary to be in compliance with the vari-

Business Development

ous state requirements with the Departments of Fish and Game (Intent to Operate and Fish Tickets), Department of Revenue (Licensing, Bonding, and Taxation), and Department of Environmental Conservation (Fish Inspections). This packet is also known as the Department of Revenue: Fishery Business License Application [04-573]/Seafood Processor and Exporter License and Permit Application. The packet can be found at www.cf.adfg.state.ak.us/geninfo/permits/forms_pb.php.

Alaska Department of Revenue

P.O Box 110420
Juneau, AK 99811-0420
(907) 465-2300 or (907) 465-2371
(907) 465-2375 - Fax
www.revenue.state.ak.us/ or www.tax.state.ak.us
www.tax.state.ak.us/programs/fisheries/index.asp

Fisheries Business Tax is levied on fisheries businesses and persons who process or export fisheries resource from Alaska.

Fishery Resource Landing Tax is levied on processed fishery resource first landed in Alaska or any processed fishery resource subject to sec. 210(f) of the American Fisheries Act.

Salmon Marketing Tax is levied on all salmon sold in or exported from Alaska.

Seafood Marketing Assessment is also levied on unprocessed fisheries exported from Alaska.

Queries to search fish tickets by license and ticket number and to search fisheries business licenses are available. Fisheries Business Tax and Fish Landing Tax Forms from prior years are available.

Alaska Fisheries Development Foundation (AFDF)

900 W. 5th Ave. Suite 400
Anchorage, AK 99501
(907) 276-7315
(907) 276-7311 - Fax
information@afdf.org
www.afdf.org

Alaska Fisheries Development Foundation is a member based nonprofit corporation dedicated to creating opportunities in Alaska's commercial fishing industry. Funding from the U.S. Department of Commerce, the USDA, and private sources are used to finance fisheries development and other projects in fisheries. Projects include bycatch avoidance, deterrents to killer whales feeding on longline-hooked fish, educational programs, marketing programs, and value-added seafood product incentives.

Alaska Industrial Development and Export Authority (AIDEA)

813 W. Northern Lights Blvd.
Anchorage, AK 99503
(907) 269-3000 or (888) 300-8534
(907) 269-3044 - Fax
jmcmillan@aidea.org
www.aidea.org/programs.htm

AIDEA offers several programs. One is a program where AIDEA develops, owns, and operates installations and facilities within the state, especially those that advance the prosperity of a region. Operation of facilities is handled through third party agreements. Applicants must provide comprehensive documents of planning; proposals must include detailed information regarding the scope and characteristics of the project, financial information, regional statistics, etc. Another AIDEA program is the Loan Participation Program, which provides long-term financing to Alaska businesses for new or existing projects, or for the refinancing of existing loans. This program has helped finance a large variety of commercial facilities including warehouses, processing plants, fishing vessels, and manufacturing facilities. A third program is a state loan guarantee program designed to assist small to medium sized Alaska businesses with exporting goods and services or other business propositions. The guarantee can be applied to loans made to eligible Alaska business enterprises for real property, working capital, and export transactions. In all of its programs, AIDEA is not a direct lender. Instead, it works solely with banks and other qualified lending institutions. For more information see the AIDEA Web site.

Alaska Invest Net

P.O. Box 241126
(907) 564-8365
www.alaskainvestnet.org

Alaska Invest Net is a statewide nonprofit corporation that helps developing businesses acquire the tools and resources necessary for success. Entrepreneurs, investors, and service providers are brought together at educational events that provide technical assistance and facilitate business relationships. Affiliates can receive guidance with business plans, executive summaries, and presentations given for investors. Fishermen interested in direct marketing would benefit from the technical assistance of Alaska Invest Net.

Business Development

Alaska Village Initiatives (AVI)

1577 C Street, Suite 304
Anchorage, AK 99501
(907) 274-5400 or (800) 478-2332
(907) 263-997 - Fax
www.akvillage.com

AVI is a nonprofit membership-based rural community development corporation that offers a variety of business assistance and related services to both members and nonmembers living and working in rural Alaska. Programs include business education and development, market analysis and business planning, assistance with business financing, demonstration economic development projects, private lands wildlife management, board training, and technical assistance with grants and grant programs.

Association of Village Council Presidents (AVCP)

Revolving Loan Fund

P.O. Box 219
Bethel, AK 99559
(907) 543-7300 or (800) 478-3521
(907) 543-3596 - Fax
www.avcp.org

Revolving Loan Fund promotes entrepreneurship in the Yukon-Kuskokwim River area by financing small business development and commercial fisheries ventures. Boats, gear, land and facilities are examples of items that could be purchased with the Revolving Loan Fund. A nonprofit Native organization, AVCP serves 56 villages and is committed to community planning and identifying regional opportunities. It also advocates for villages' commercial and subsistence fishing rights.

Commercial Fishing and Agricultural Bank (CFAB)

2550 Denali Street, Suite 1201
Anchorage, AK 99503
(907) 276-2007 or (800) 544-2228
(907) 465-2604 - Fax
www.cfabalaska.com

CFAB is a for profit member-owned lending cooperative that specializes in the fishing, agricultural, tourism, and resource-based industries. It is a source for financing fishing and related support services including loans for permits, IFQs, LLPs, boats (purchase, refurbish and upgrades), gear, processing equipment, and shore-based facilities. Applications are available online.

National Oceanic and Atmospheric Administration National Marine Fisheries Service, NMFS Fisheries Finance Program

7600 Sand Point Way N.E. – BIN C 15700 Bldg. 1
Seattle, WA 98115
(206) 526-6122
www.nmfs.noaa.gov/ocs/financial_services/ffp.htm

The Fisheries Finance Program (FFP) is a direct government loan program authorized under Title XI of the Merchant Marine Act of 1936, as amended, to provide long-term loans to the aquaculture, mariculture and commercial fishing industries. Eligible projects include vessels (some restrictions apply), real property, equipment, and IFQ in the halibut and sablefish fisheries.

Northwest Trade Adjustment Assistance Center

1200 Westlake Ave. North #802
Seattle, WA 98109
(206) 622-2730 or (800) 667-8087
(206) 622-1105 - Fax
matchingfunds@nwtaac.org
www.taacenters.org

The Northwest Trade Adjustment Assistance Center is a nonprofit organization sponsored by the U.S. Department of Commerce that helps manufacturers compete with imported products. Assistance to direct-marketing fishermen and small-scale processors would include the design and development of marketing tools such as sites, trade show material, sales strategy, packaging design, and new product development and testing. Manufacturers hit by import competition can receive technical assistance through Trade Adjustment Assistance for firms.

Southeast Alaska Revolving Loan Fund (RLF), Juneau Economic Development Council

612 West Willoughby Avenue, Suite A
Juneau, AK 99801-1732
(907) 463-3662 or (888) 393-3662
(907) 463-3929 - Fax
moneal@jedc.org
www.jedc.org/rlf.htm

The RLF provides direct, short-term loans to promising businesses in Southeast Alaska that do not qualify for conventional bank financing but do provide and sustain quality jobs in the area. Fish processors and direct marketers may be able to finance property, facilities, and other land-based equipment through the RLF. Some vessel equipment up-

Business Development

grades may qualify for loans as well. Technical assistance in the areas of business planning and financial management is a key component of this financing program.

Tanana Chiefs Conference (TCC) Business Development Department

122 First Avenue, Suite 600
Fairbanks, AK 99701-4897
(907) 452-8251 or (800) 478-6822
(907) 459-3957 - Fax
info@tananachiefs.org
www.tananachiefs.org

The TCC Business Development Department is a nonprofit tribal consortium of 42 villages located in Alaska's interior. Some lending is available. This program also provides assistance to minorities and others in business plan writing, loan package preparation, financial planning, accounting procedures, and general management.

Technology Research & Development Center (TREND)

430 West 7th Ave., Suite 110
Anchorage, AK 99501
(907) 274-7232 or (800) 478-7232
(907) 274-9524 - Fax
www.trendalaska.org

TREND is a branch of the Small Business Development Center that supports and promotes the innovation and commercialization of new technology in Alaska. Fishers, processors and others involved in Alaska's seafood industry can benefit if they are developing new technology or applications of technology. TREND primarily assists Alaska businesses in applying for Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) funding. The SBIR and STTR programs represent a process through which federal agencies, such as the Department of Defense and the National Science Foundation, solicit small businesses to research and develop technology that is of interest or necessity to their agency and the nation. To search these solicitations for technologies of Alaska interest visit www.trendalaska.org.

U.S. Department of Commerce, Small Business Administration (SBA)

510 L St., Suite 310
Anchorage, AK 99501-1952
(907) 271-4022 or (800) 755-7034
(907) 271-4545 - Fax
www.sba.gov/ak

SBA is a federal agency that offers training, counseling, advocacy, and loan guaranties to new or existing businesses. SBA has multiple programs to assist your small businesses in becoming successful. SBA also offers training online at www.sba.gov/training. Through its training partners, SBA also offers short format seminars or 12-week courses.

U.S. Department of the Interior Bureau of Indian Affairs (BIA) Indian Loan Guarantee Program

3601 C Street, Suite 1100
Anchorage, AK 99503
(907) 271-1551 or (907) 271-1750

The Indian Loan Guarantee Program is designed to boost jobs and economic opportunities in Alaska Native communities. Alaska Native individuals, tribes, and all Alaska Native Claim Settlement Act (ANCSA) corporations are eligible to apply. Fishing vessels and equipment, as well as fish processing equipment, are all acceptable loan uses.

Business Development

Other Business Assistance

Alaska Business Development Center, Inc. (ABDC)

3335 Arctic Blvd. Suite 203
Anchorage, AK 99503
(907) 562-0335
(907) 562-6988 - Fax
info@abdc.org
www.abdc.org

ABDC is a private nonprofit with a commitment to encourage business development and success. Individualized technical and financial counseling are available to new and existing businesses, including assistance with business plans, cash flow projections, tax issues, loan/grant applications and market analysis. These services are available to all businesses; however, ABDC focuses on the commercial fishing and seafood industries. Fees are based on the service provided and are negotiable.

Alaska Department of Commerce, Community and Economic Development (DCCED)

Office of Fisheries Development (OFD)

P.O. Box 110804
Juneau, AK 99801-0804
(907) 465-5464
(907) 465-5085 - Fax
www.dced.state.ak.us/oed/seafood/seafood.cfu

The Office of Fisheries Development works in conjunction with private industry and multiple levels of government to accomplish a variety of tasks and services related to the economic development of fisheries and fisheries projects in Alaska. Both individual fishermen as well as businesses are served through this office. Fisheries development subjects currently include byproduct development, shellfish farming, direct marketing, seafood quality, and statewide salmon efforts. OFD also maintains a large Web site containing Alaska fisheries-related information.

Alaska Department of Labor & Workforce Development

1016 W. 6th Ave, Suite 205
Anchorage, AK 99501
(907) 269-4660
(907) 269-4661 - Fax

Job Center Network

www.jobs.state.ak.us

The Alaska State “employment agency” system consists of 22 local offices around the state linked to a Dept. of Labor “Job Bank” and the electronic Alaska Job Center Network.

State Training and Employment Program (STEP)

www.labor.state.ak.us/bp/step.htm

STEP is a job-training program administered by the Alaska Department of Labor and Workforce Development. Designed to encourage growth of new and existing businesses, STEP can provide training or retraining for certain individuals in emerging industries and technologies. Eligibility for STEP benefits is formulated from an individual’s work history and Alaska residency. The program targets those who have not had access to or been eligible for federal job-training programs.

Alaska Export Assistance Center

431 W. 7th Ave., Suite 108
Anchorage, AK 99501
(907) 271-6237
(907) 271-6242 - Fax
www.alaska.net/~export also www.buyusa.gov/alaska

The Alaska Export Assistance Center assists Alaskan firms in realizing their export potential by providing export counseling and advice, international contacts, and trade promotion vehicles and information on sources of financing. Direct marketers will be especially interested in the “overseas fish buyers list” available from the center.

Alaska Regional Development Organizations (ARDORs)

550 West 7th Ave, Suite 1790
Anchorage, AK 99501
(907) 269-4587
(907) 269-4539 - Fax
www.dced.state.ak.us/cbd/ardor/ardor.htm

The state is sectioned into 13 ARDORs, which are nonprofit organizations that work with state government to develop local economy. Various public and private interests come together in each ARDOR to guide the economic development of their specific region. The goals are to create local jobs, boost area businesses, attract new businesses, and encourage economic diversity. Funds and grants are distributed by the state and other organizations to each region to be used in ARDOR-guided development of that area.

Business Development

Marine Advisory Program (MAP)

Alaska Sea Grant

University of Alaska Fairbanks

1007 W. 3rd Ave., Suite 100

Anchorage, AK 99501

(907) 274-9691

(907) 277-5242 – Fax

www.marineadvisory.org

map@sfos.uaf.edu

The Marine Advisory Program offers fisheries business development information through several programs, including Intensive Trade Assistance (ITA) and Fisheries Business Assistance (FBA). Find more information at www.alaskafishbiz.org.

McDowell Group

1400 W. Benson Blvd., Suite 350

Anchorage, AK 99503

(907) 274-3200

(907) 274-3201 - Fax

416 Harris Street Suite 301

Juneau, AK 99801

(907) 586-6126

(907) 586-2673 - Fax

info@mcdowellgroup.net

www.mcdowellgroup.net

This company offers research, planning, and business development services to Alaska clients, particularly in natural resources, including fisheries and seafood.

University of Alaska Anchorage

Institute of Social and Economic Research (ISER)

3211 Providence Dr.

Anchorage, AK 99508

(907)786-7710

(907)786-7739 - Fax

ayiser@uaa.alaska.edu

www.iser.uaa.alaska.edu

This institute conducts social and economic research on a wide range of natural resources and other issues in the state, including commercial fisheries and markets for fisheries products.

University of Alaska Anchorage

Small Business Development Centers (SBDC)

430 West 7th Ave., Suite 110

Anchorage, AK 99501

(907) 274-7232 or (800) 478-7232

(907) 274-9524 - Fax

www.aksbdc.org

The Small Business Development Centers are a joint program of the U.S. Small Business Administration and the University of Alaska Anchorage. Services include seminars, networking events, and business counseling in the areas of business plan development, financing, marketing, management, taxes, bookkeeping, and personnel assistance. SBDC serves the state with offices in major towns, a rural outreach program, and online programs to ensure services are available virtually anywhere in the state.

Technology Research & Development Center (TREND)

www.trendalaska.org

TREND is a branch of the Small Business Development Center that supports and promotes the innovation and commercialization of new technology in Alaska. Fishers, processors, and others involved in Alaska's seafood industry can benefit if they are developing new technology or applications of technology. TREND primarily assists Alaskan businesses in applying for Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) funding. The SBIR and STTR programs represent a process through which federal agencies, such as the Department of Defense and the National Science Foundation, solicit small businesses to research and develop technology that is of interest or necessity to their agency and the nation. To search these solicitation for technologies of Alaska interest visit www.trendalaska.org.

Business Development

U.S. Department of Agriculture

Rural Development
800 W. Evergreen Suite 201
Palmer, AK 99645
(907) 761-7705
(907) 761-7783 - Fax
www.rurdev.usda.gov.ak.offices.htm

USDA Rural Development has programs that assist rural communities, tribes, rural businesses, nonprofits, and independent producers with loans, loan guarantees, grants and technical assistance. Guaranteed loans for purchase of equipment of materials, operating capital, business expansion and more are available to rural businesses.

World Trade Center Alaska (WTCAK)

431 W. 7th Ave., Suite 108
Anchorage, AK 99501
(907) 278-7233
(907) 278-2982 - Fax
info@wtcak.org
www.wtcak.org

World Trade Center Alaska is a private nonprofit membership organization providing international trade and business services to members and community partners across the state. The mission of WTCAK is to assist Alaskans to successfully compete for trade and investment in the global marketplace. Research of new markets and trade opportunities, informational support, hands-on assistance, and connecting Alaskan sellers with overseas buyers are a few of the services provided by WTCAK.

Publications and Web Sites

**Alaska Department of Commerce, Community and Economic Development
Office of Fisheries Development**
www.commerce.state.ak.us/oed/seafood/seafood.cfm

A large and comprehensive State of Alaska Web site with numerous studies, reports, publications, and links to the Office of Fisheries Development Library.

Alaska Salmon Technical Assistance Study Guide: Business Tools and Resources for Alaska Salmon Harvesters.

www.uaf.edu/map/taa/index.html

Contains information on improving fishing profitability, options for diversification, and resources for improving fishing operations, training, education and financial assistance.
Published by Alaska Sea Grant Marine Advisory Program, MAB-54, 2004.

Assess Your International Risk.org

www.AssessYourInternationalRisk.org

Web site providing a site launched by the Small Business Administration, the American International Group, Inc. and U.S. Chamber of Commerce provides small businesses with information to help determine insurable risks in doing business abroad. It covers many forms of business liability and insurance coverage.

Borrowing: A Guide for Alaska Commercial Fishermen

www.uaf.edu/seagrant/Pubs_Videos/pubs/MAB-30.html

This publication covers who the lenders are and a detailed guide to the application process with definitions and explanations. *By Craig Wiese, published by the Alaska Sea Grant Marine Advisory Program, University of Alaska Fairbanks, revised in 1990.*

Code of Federal Regulations (CFR)

www.gpoaccess.gov/cfr/index.html

Search this online CFR base for regulations on food, labeling, etc.

Business Development

Commercial Fishermen's Recordkeeping & Business Management Manual

sgpubs.wsg.washington.edu:591/wsgpd/FMPro

A do-it-yourself recordkeeping guide for commercial fishers. Narratives in each section explain the “why” and “how to” of each form. A sample form is filled out, and several blank forms are given for personal use. Forms include Trip Log, Fish Catch Record, Crew Settlement, Revenue & Operating Expense Ledger, Annual Summary of Operation, Annual Cash Flow Budget, and the Business Financial Statement. *By Pete Granger, published by the University of Washington Sea Grant Program, 1982.*

Establishing a Business in Alaska

www.dced.state.ak.us/cbd/pub/estab98.pdf

The comprehensive source on business planning and development in Alaska. *Published by the Alaska Department of Commerce and Economic Development.*

Financial Planning Guide for Commercial Fishermen

Excellent guide to fishing family business management. Out of print but widely available. *By Ken Horwitz, published by Lance Publications, Seattle, 1991.*

The Fisherman's Business Guide

An older but still useful book on business management for fishermen. Out of print, but widely available. *By Frederick J. Smith, published by International Marine Publishing Co., Camden, Maine.*

Fishing Family Publication Series

www.seagrant.oregonstate.edu/sgpubs/onlinepubs.html

Collection of 11 publications designed to help fishing families organize their finances, cope with separation and stress, teach children about money, and in other ways improve their quality of living. Available from Oregon Sea Grant Web site (click on Fishing Families). Also available in print from Oregon Sea Grant.

Fishing Vessel Insurance, How Much is Enough?

www.uaf.edu/seagrant/Pubs_Videos/pubs/ASG-34.html

This publication discusses four types of insurance and key information about marine insurance policies. *By Johnson, Terry, published by Alaska Sea Grant, 1996.*

Trading Up, Saving Taxes

www.uaf.edu/seagrant/Pubs_Videos/pubs/ASG-32.html

Federal tax code explained as it applies to fishermen wanting to trade up to a larger vessel. *By Terry Johnson, published by Alaska Sea Grant, 1994.*

Transferring Your Family Fishing Business

A booklet that details ways for persons exiting the business to control where business assets go and how to transfer to family members or selected individuals. *By Allison “Sunny” Rice. Available from Alaska Sea Grant early in 2006.*

Education, Training, and Employment Assistance

Agencies and Organizations

Alaska Department of Labor and Workforce Development

P.O. Box 25509
Juneau, AK 99802
(907) 465-7853
www.labor.state.ak.us

Job training is provided under the Workforce Investment Act (WIA) of 1998. This is a federal program administered by the state, directed at adults, dislocated workers, youth, and others seeking stable employment. WIA can provide job counseling, skill assessment, training, and training related funds for eligible candidates. Full-time permanent employment is the ultimate goal of the program. For more information contact the Department of Labor or the Alaska Job Center nearest you.

Job Center Network

016 W. 6th Ave., Suite 205
Anchorage, AK 99501
(907) 269-4660 or (907) 269-4661
www.jobs.state.ak.us

The Alaska state “employment agency” system consists of 22 local offices around the state linked to a Dept. of Labor “Job Bank” and the electronic Alaska Job Center Network.

National Emergency Grant (NEG)

P.O. Box 21149
Juneau, AK 99802-1149
(907) 465-5980 or (907) 465-2107
www.jobs.state.ak.us/neg

A National Emergency Grant has been awarded by the U.S. Department of Labor to address the decline in salmon prices and the resulting financial/economical distresses of those who work in Alaska’s salmon industry. Services available through the NEG include training to keep a particular job, skills assessment, job search assistance, funding for relocation to a permanent job and other supportive services. Those eligible for benefits through the NEG include commercial salmon fishermen, crew members, tendermen, cannery workers and in some cases family members. Contact the Alaska Department of Labor for more information. *NOTE: Program has expired and no new NEG grants are currently being issued.*

Alaska Nautical Training School

Box 2373
Palmer, AK 99645
(907) 357-1571

Provides training to prepare applicants applying for U.S. Coast Guard licenses, six-passenger to 100 GT Master.

Alaska Pacific University (APU)

4101 University Drive
Anchorage, AK 99508
(907) 564-8248 or (800) 252-7528
(907) 564-8317 - Fax
admissions@alaskapacific.edu
www.alaskapacific.edu

A private, four-year institution in Anchorage, APU offers a wide range of degree programs and courses that include environmental studies, marine biology, outdoor recreation, business, and marketing. The RANA Distance Education Program (Rural Alaskan Native Adult) offers Associate of Arts and Bachelor of Arts programs and enables remote students to learn at home via online technology.

Alaska Village Initiatives (AVI)

1577 C Street, Suite 304
Anchorage, AK 99501
(907) 274-5400 or (800) 478-2332
(907) 263-9971 - Fax
www.akvillage.com

AVI is a nonprofit membership-based rural community development corporation that offers a variety of business assistance and related services to both members and nonmembers living and working in rural Alaska. These programs include business education and development, market analysis and business planning, assistance with business financing, demonstration economic development projects, private lands wildlife management, board training, and technical assistance with grants and grant programs.

Education, Training, and Employment Assistance

Alaska Vocational Technical Center (AVTEC)

P.O. Box 889
Seward, AK 99664
(907) 224-4141 or (800) 478-5389
(907) 224-4143 - Fax
www.avtec.alaska.edu

A state-sponsored vocational school located in Seward. AVTEC offers on-campus housing for students and an excellent student services center for recreation and study. Classes cover a wide range of technical fields from Health Care, Business and Office Technology, Welding, and Maritime Training. The Maritime Center offers over 15 separate courses for U.S. Coast Guard licensing and certifying right on campus. Nearly two dozen other maritime courses cover topics from Safety and First Aid at sea to Small Boat Electronics.

Field Mechanics

3340 Melnitsa Lane
Kodiak, AK 99615
(907) 486-4522
(907) 486-6530 - Fax
vigo@fieldmechanics.com
www.fieldmechanics.com

This Kodiak-based business provides diesel engine, marine and heavy equipment repair, and mechanical training on Kodiak Island and in surrounding villages and over the Internet. It specializes in equipment maintenance under field conditions (including on-board). It also produces technical manuals and mechanical illustrations.

Marine Advanced Technology Education (MATE)

Monterey Peninsula College
980 Fremont Street
Monterey, CA 93940
(831) 645-1393
(831) 646-3080 - Fax
info@marinetech.org
www.marinetech.org

The MATE center coordinates a national partnership of 21 educational institutions that provide marine technology training and education to meet the needs of marine industries. It provides some academic courses at Monterey Peninsula College in California, and publishes a newsletter describing marine technology programs around the country.

Native American Employment and Training

Division of Indian and Native American Programs,
Office of National Programs,
Employment and Training Administration
Room S-5206, 200 Constitution Ave.
Washington, DC 20210
(202) 693-3818
wdsc.doleta.gov/dinap

A federal Department of Labor program that provides financial assistance to Native Americans, including Alaska Natives, training, and help in finding employment. The program works both with local Tribal service providers and with individuals. Application deadlines are Oct. 1 of odd-numbered years.

Prince William Sound Community College

P.O. Box 97
Valdez, AK 99686
(907) 834-1640
(907) 834-1641 - Fax
www.pwscc.edu

The Valdez campus offers a marine technology program that includes oil spill response, tanker operations, and seafood processor business development training. The curriculum is designed to meet training needs of local industries and business, and provides certifications to enhance employment opportunities. Certificates and Associate of Applied Science degrees in Industrial Technology are offered in Electrical Power Generation, Millwright, Oil Spill Response, Disability Services, and Safety Management.

SEALink, Inc.

P.O. Box 8233
Ketchikan, AK 99901
(907) 247-5769 or (888) 577-7453
www.sealinkinc.org/contact.htm

SEALink is a cooperative program between the Alaska Department of Labor and Seafarers International Union that recruits and trains Alaskans for jobs in the merchant marine industry. One project is directed at displaced Alaska commercial fishermen.

Education, Training, and Employment Assistance

Sheldon Jackson College

801 Lincoln Street
Sitka, AK 99835
(907) 747-5208 or (800) 478-4556
admissions@sj-alaska.edu
www.sheldonjackson.edu

Sheldon Jackson is a private, four-year college in Sitka offering a range of courses and degrees. Small scale processors may want to consider Sheldon Jackson's Village Management Institute, a one-week course of basic managerial skills covering such topics as managing local projects, administrative accountability, and skills needed for success in development and operations challenges. Direct marketers will be interested in the one-year certificate in Business Administration and those wishing to pursue an education in fisheries or marine biology will find suitable curriculum in the Environmental Sciences degree emphasis areas. Four-year degrees are also available in a variety of other areas.

Southwest Alaska Vocational Education Center (SAVEC)

P.O. Box 615
King Salmon, AK 99613
(907) 246-4600 or (907) 246-4607
info@savec.org
www.savec.org

Located in King Salmon, SAVEC provides education and training for employment to residents of Southwest Alaska. Instruction areas include Information Technology, Health Care Occupations, and Construction Crafts including building construction, welding, and heavy equipment operation. The King Salmon facility includes a fully functional and up-to-date computer lab, several classrooms, a lab, and a library. On-campus housing is provided with laundry and recreation facilities for student use. SAVEC also offers distance-delivered education in villages in the region.

U.S. Bureau of Indian Affairs (BIA)

Native American Employment Assistance

P.O. Box 25520
Juneau, AK 99802-5520
(907) 586-7103 or (907) 586-7183
(800) 645-8397
(907) 586-7037 - Fax

A BIA program that works with 50 tribal service entities to help Native American and Alaska Native people find job training and suitable employment. Contact your tribe to learn more about these opportunities. The BIA does not work directly with job seekers; however, they can help locate the tribal service provider nearest you.

U.S. Department of Commerce

Small Business Administration (SBA)

510 L St., Suite 310
Anchorage, AK 99501-1952
(907) 271-4022 or (800) 755-7034
(907) 271-4545 - Fax
www.sba.gov
www.sba.gov/ak

SBA is a federal agency that offers training, counseling, advocacy, and loan guaranties to new or existing businesses. SBA has multiple programs to assist your small business in becoming successful. SBA also offers training online at www.sba.gov/training. Through its training partners SBA also offers courses in short format seminars or 12-week courses.

University of Alaska

University of Alaska Anchorage (UAA)

3211 Providence Dr.
Anchorage, AK 99508
(907) 786-1800
www.uaa.alaska.edu

University of Alaska Fairbanks (UAF)

P.O. Box 757500
Fairbanks, AK 99775
(907) 474-7211
www.uaf.edu

Education, Training, and Employment Assistance

University of Alaska Southeast (UAS)

11120 Glacier Highway
Juneau, AK 99801
(907) 796-6000
(877) 465-4827 (toll free)
uas.info@uas.alaska.edu
www.uas.alaska.edu

Main campuses at Fairbanks, Anchorage, and Juneau and numerous community campuses throughout the state offer a full range of academic degrees plus associates and certificate programs. Areas of study include fisheries biology, oceanography, business management, logistics, and wildlife biology. Some campuses also offer trade and technical courses.

University of Alaska Fairbanks School of Fisheries and Ocean Sciences

Academic Programs
205 O'Neill Bldg.
P.O. Box 757220
University of Alaska Fairbanks
Fairbanks, AK 99775-7220
(907) 474-5840
(907) 474-5863 - Fax
instruction@sfos.uaf.edu
www.sfos.uaf.edu

Offers degree programs in Fisheries, Marine Biology, Oceanography, and interdisciplinary degrees in Seafood Science and Nutrition.

Fishery Industrial Technology Center (FITC)

118 Trident Way
Kodiak, AK 99615-7401
(907) 486-1500
(907) 486-1540 - Fax
smiley@sfos.uaf.edu
www.sfos.uaf.edu/fitc

FITC is a unit of the UAF School of Fisheries and Ocean Sciences and located in Kodiak. The goal of FITC is to increase the value of Alaska's fishing industry and marine resources through research, technological development, education, and service. Two major academic programs are Sustainable Harvesting and Seafood Processing. Formal and informal teaching, outreach, and training are important components of FITC's mission. Industry workers can receive training in areas as diverse as food microbiology, Hazard Analysis Critical Control Point (HACCP) training, and fish filleting. Undergraduate courses are offered in collaboration with Kodiak College and include certificate level, associate, and bachelor's degree

Marine Advisory Program (MAP)

Alaska Sea Grant
1007 W. 3rd Ave., Suite 100
Anchorage, AK 99501
(907) 274-9691
(907) 277-5242 - Fax
map@sfos.uaf.edu
www.marineadvisory.org

The Alaska Sea Grant Marine Advisory Program provides education and training through workshops, consultations, publications, and videos. MAP is a statewide outreach and technical assistance program designed to help Alaskans wisely use, conserve, and enjoy the state's marine and coastal resources. As the extension arm of Alaska Sea Grant, MAP has an extensive list of publications to loan or purchase and nine offices around the state. MAP agents and specialists are university faculty with various areas of expertise including marine mammals, seafood quality, tourism, aquaculture, and seafood marketing.

University of Alaska Southeast Fisheries Technology Program

2600 Seventh Ave.
Ketchikan, AK 99901-5798
(907) 228-4511 or (907) 225-6177
(888) 550-6177
(907) 225-3524 - Fax
www.ketch.alaska.edu/fisheriesprogram.htm

This community college program offers a one-year certificate and two-year Associate of Applied Science degree in fisheries technology and hatchery management. Courses include safety and seamanship, finfish culture, fisheries management law and economics, fisheries biology, limnology, oceanography, and outboard motor maintenance, among others. Electives include scuba diving and database management. Financial assistance and industry internships are available.

Fisheries Associations

Alaska Crab Coalition

3901 Leary Way NW, Suite 6
Seattle, WA 98107
(206) 547-7560

Alaska Department of Commerce, Community and Economic Development (DCCED) Community Development Quota (CDQ)

Fisheries Program

PO Box 110807
Juneau, AK 99811-0807
(907) 465-5536
(907) 465-2549 - Fax
Greg_Cashen@commerce.state.ak.us
www.dced.state.ak.us/cbd/CDQ/cdq.htm

CDQ Fisheries Program is a federal program with State of Alaska oversight for the economic and commercial fisheries benefit of Western Alaska coastal communities. Sixty-five Bering Sea communities are represented through six CDQ groups, which are allocated a portion of groundfish, crab, and halibut stocks (quota). The CDQ groups have equity interest in and/or contract with harvesters and processors, to harvest and process this quota. In addition, most CDQ groups have investments in salmon, halibut, herring, and crab processing. If you are a resident of a western coastal Alaska community and would like more information on the CDQ group fishery interests (harvesting privileges, loan programs, training opportunities, etc.), contact the DCCED or find which CDQ group represents your community and contact directly.

Alaska Department of Fish and Game (ADF&G)

8800 Glacier Hwy., Suite 109
Juneau, AK 99801
(907) 789-6160 or (907) 465-4210
(907) 789-6170 - Fax
cfweb@fishgame.state.ak.us
www.adfg.state.ak.us/

Contact this state office or Web site for processing permits, commercial fishing permits, applications for a shellfish farm site, and related information. For information on aquaculture visit www.cf.adfg.state.ak.us/geninfo/WNHANCE/MARICULT/maricult.htm or call 907-465-6150.

Alaska Board of Fisheries Boards Support Section

P.O. Box 25526
Juneau, AK 99802-5526
(907) 465-4110
(907) 465-6094 - Fax
www.boards.adfg.state.ak.us/fishinfo/index.php

The Alaska Board of Fisheries consists of seven members serving three-year terms. The main role of the Board is to conserve and develop the fishery resources of the state. This involves setting seasons, bag limits, methods and means for the state's subsistence, commercial, sport, guided sport, and personal use fisheries, and it also involves setting policy and direction for the management of the state's fishery resources. The Board meets four to six times per year in communities around the state to consider proposed changes to fisheries regulations. There is an electronic mailing list.

Commercial Fisheries Management Division

P.O. Box 25526
Juneau, AK 99802-5526
(907) 465-4210
(907) 465-2604 - Fax
www.cf.adfg.state.ak.us

The division within the ADF&G that manages commercial fisheries in state waters, including inland waters, as well as certain stocks in the federal Exclusive Economic Zone by agreement with the National Marine Fisheries Service and North Pacific Fishery Management Council. The division has regional offices, as well as local offices in port communities around the coast. Biologists conduct applied research and implement management policy determined by the Alaska Board of Fisheries. ComFish offices are good sources of information about local stocks, regulations, and fishing conditions.

Commercial Fisheries Entry Commission

8800 Glacier Hwy., #109
Juneau, AK 99801
(907) 789-6160
(907) 789-6170 - Fax
www.cfec.state.ak.us

Search or download information on permits, intents to transfer, and vessels. Fishing, Permit, & Vessel Reports & Information, Limited Entry Applicant

Fisheries Associations

Information & Reports, Commission Decisions & Judicial Appeals, Public Notices & News Releases, Regulations, Proposed Regulations & Statutes.

Alaska Druggers Association

P.O. Box 991
Kodiak, AK 99615
(907) 486-3910
(907) 486 - Fax
pelagic@ptialaska.net

The Alaska Dragger's Association is a trade organization representing vessel owners and operators on the local, state, national, and international level. The organization is politically active with strong interests in monitoring research and management.

Alaska Fish Spotters Association

P.O. Box 221829
Anchorage, AK 99522
(907) 495-1020

Alaska Groundfish Data Bank

P.O. Box 788
Kodiak, AK 99615
(907) 486-3780
(907) 486-3796 - Fax

A consulting firm that represents trawl vessels and processing plants in the Gulf of Alaska and Bering Sea.

Alaska Herring Seiners Association

P.O. Box 2785
Homer, AK 99603
(907) 235-3812

Alaska Independent Fishermen's Marketing Association (AIFMA)

P.O. Box 60131
Seattle, WA 98160
(206) 542-3930

Alaska Longline Fishermen's Association (ALFA)

403 Lincoln Street, Suite 237
Sitka, AK 99835
(907) 747-3400

Alaska Marine Conservation Council (AMCC)

P.O. Box 101145
Anchorage, AK 99510
(907) 227-5357
(907) 227-5975 - Fax
www.akmarine.org

A community-based organization of people who care about the health and future of Alaska's oceans and coastal communities. Members are fishermen, subsistence harvesters, marine scientists, small business owners, and families.

Alaska Marketing Association

4917 Leary Avenue NW
Seattle, WA 98107
(206) 784-8948

Alaska Troller's Association (ATA)

130 Seward St., Room 211
Juneau, AK 99801
(907) 586-9400
ata@gci.net

ATA is a trade association representing Alaska salmon troll permit holders. Sustainable management of fish and their habitats, access to the resource, healthy competition in the processing sector, seafood quality, new product development; marketing through ASMI and branded programs, common sense laws for small business, fair taxation, public process, and collaboration with a variety of interests are areas of focus for ATA.

Aleutian Pribilof Island Community Development Association (APICDA)

234 Gold Street
Juneau, AK 99801
(907) 586-0161
(907) 586-0165 - Fax
www.apicda.com

The Aleutian Pribilof Island Community Development Association (APICDA) is one of six community development quota (CDQ) groups established by the Secretary of Commerce. APICDA represents the villages of Akutan, Atka, False Pass, Nelson Lagoon, Nikolski, St. George, and Unalaska.

Fisheries Associations

Atka Fishermen's Association

P.O. Box 47037
Atka, AK 99547
(907) 839-2249

At-Sea Processors Association

431 West 7th Ave., Suite 103
Anchorage, AK 99501
(907) 276-8252
apa@atsea.org
www.atsea.org

Bering Sea Fishermen's Association (BSFA)

703 Christensen Drive
Anchorage, AK 99501
(907) 279-6519 or (888) 927-2732
(907) 258-6688 - Fax
www.cdqdb.org

BSFA is directed by a 13-member board of local fishermen from Bristol Bay, the Yukon/Kuskokwim Delta, Norton Sound, Kotzebue, and St. Paul, concerned with helping local fishermen gain full economic benefits from existing local commercial fisheries.

Bristol Bay Driftnetters Association

P.O. Box 21951
Juneau, AK 99802
(907) 463-4970
or
2408 Nob Hill N.
Seattle, WA 98109
(206) 285-1111

Bristol Bay Economic Development Corporation (BBDEC)

P.O. Box 1464
Dillingham, AK 99576
(907) 842-4370 or (800)-478-4370
(907) 842-4336 - Fax
info@bbedc.com
www.bbedc.com

The Bristol Bay Economic Development Corporation promotes economic growth and opportunities for residents of its member communities through sustainable use of the Bering Sea resources. Communities include Aleknagik, Clark's Point, Dillingham, Egegik, Ekuk, Ekwok, King

Salmon, Levelock, Manokotak, Naknek, Pilot Point, Port Heiden, Portage Creek, South Naknek, Togiak, Twin Hills, and Ugashik.

Central Bering Sea Fishermen's Association (CBSFA)

P.O. Box 288
St. Paul Island, Alaska 99660
(907) 546-2597
(907) 546-2450 - Fax
cbsfa@cbsfa.com
www.beringsea.com/communities/Saint_Paul/CBSFA/index.php

CBSFA represents St. Paul Island, the largest Aleut community in the world with just over 750 residents. St. Paul is located near the center of several major Bering Sea fisheries, including crab, cod, pollock, and halibut. Their location makes them a service and support center for the entire Bering Sea fishing fleet.

Coastal Villages Region Fund (CVRF)

711 H Street, Suite 200
Anchorage, AK 99501
(907) 278-5151 or (888) 795-5151
(907) 278-5150 - Fax
www.coastalvillages.org

The mission of the CVRF is to improve the social conditions of the Coastal Villages, to enter into the Bering Sea and Aleutian Islands groundfish and crab fisheries as an active participant, and to develop the fisheries resources of the Coastal Villages region to the maximum extent economically feasible, given the limited nature of the local resources and their relatively low value.

Concerned Area "M" Fishermen

35717 Park Road
Homer, AK 99603
browburk@xyz.com

Cook Inlet Seiners Association

P.O. Box 4311
Homer, AK 99603
(907) 235-2656

Fisheries Associations

Cordova District Fishermen United

P.O. Box 939
Cordova, AK 99574
(907) 424-3447

Deep Sea Fishermen's Union (DSFU)

5215 Ballard Avenue NW
Seattle, WA 98107
(206) 783-2922
(206) 783-5811 - Fax
sara@dsfu.org
www.dsfu.org

DSFU represents the longline schooner fleet crew and a growing number of crab crew from Washington and Alaska. The Union's goals include fair wages, proper long-term management of fisheries resources, professional work standards, and the prerogative of fishermen to stand together. Associate Memberships and Union political activity are being expanded as part of a long range vision to serve as an umbrella organization for all working fishermen.

Douglas Island Pink and Chum, Inc.

2697 Channel Dr.
Juneau, AK 99801
(907) 463-5114
eric_prestegard@dipac.net
www.dipac.net

A private nonprofit salmon aquaculture corporation operating hatcheries in the Juneau area.

Fishing for the Future

P.O. Box 915
Petersburg, AK 99833

Fishing Vessel Owners Association

Room 232, West Wall Bldg
4005 - 20th Ave. West
Seattle, WA 98199-1290
(206) 284-4720
(206) 283-3341 - Fax
www.fvoa.org

Groundfish Forum

4241 21st Avenue W, Suite 200
Seattle, WA 98199
(206) 213-5270
(206) 213-5272 - Fax
www.groundfishforum.org

Kenai Peninsula Fishermen Association

34824 Kalifornsky Beach Rd., Suite E
Soldotna, AK 99669
(907) 262-2492
(907) 262-2898 - Fax
sabaka@ptialaska.net

Kodiak Fishermen's Wives Association

P.O. Box 467
Kodiak, AK 99615
(907) 486-3781

Kodiak Longline Vessel Owners Association

P.O. Box 135
Kodiak, AK 99615
(907) 486-3781

Kodiak Longliners

P.O. Box 3080
Kodiak, AK 99615
(907) 486-6384

Kodiak Regional Aquaculture Association (KRAA)

P.O. Box 3407
Kodiak, AK 99615
(907) 486-6555
(907) 486-4105 - Fax
kraao78@ptialaska.net
www.kraa.org

KRAA is a Kodiak fisheries enhancement association made up of Kodiak area net fishermen and funded by the salmon enhancement tax. Both the Kitoi Bay hatchery and the Pillar Creek hatchery are owned and operated by KRAA.

Kodiak Seine Boat Owners Association

P.O. Box 1035
Kodiak, AK 99615
(907) 486-3453

Fisheries Associations

Kodiak Seiners Association

P.O. Box 2899
Kodiak, AK 99615
(907) 486-4686

Kodiak Vessel Owners Association

P.O. Box 135
Kodiak, AK 99615
907) 486-3781

Kuskokwim Fishermen's Cooperative

P.O. Box 245
Bethel, AK 99559
(907) 543-2410

Kvichak Setnetters' Association

P.O. Box 91118
Anchorage, AK 99509
(907) 277-0187

Marine Exchange of Alaska (MXAK)

2 Marine Way, Suite 22
Juneau, AK 99801
(907) 463-2607
Mail@mxak.org
www.mxak.org

A member organization for professionals in the marine industries that provides, among other services, capacity building, maritime education, charts and publication sales, maritime databases, and Automated Secure Vessel Tracking System (ASVTS) services.

National Fisheries Institute

7918 Jones Branch Drive, Suite 700
McLean, VA 22102
(703) 752-8880
(703) 752-7583 - Fax
gthomas@nfi.org
www.nfi.org

NFI is a trade association for the fish and seafood industry, which represents a wide spectrum of firms, from small family-owned businesses to large multinational corporations. The regular members are U.S. firms that operate fishing vessels and aquaculture facilities; which buy and sell, process, pack, import, export and distribute fish and

seafood; as well as firms that operate retail stores and restaurants. Associate members sell goods or services to fish and seafood firms. International members are firms domiciled outside the United States that import or export fish and seafood to or from the United States. NFI keeps members current on all the latest developments with bulletins, special reports and publications, and in numerous educational seminars.

Northern Southeast Regional Aquaculture Association

1308 Sawmill Creek Road
Sitka, AK 99835
(907) 747-6850
pete_esquiros@nsraa.org
www.nsraa.org

North Pacific Fisheries Association (NPIFA)

P.O. Box 796
Homer, AK 99603
(907) 235-1091
drl@xyz.net

NPIFA serves multiple gear groups including longliners, crabbers, salmon and herring fishermen. The association has initiated statewide salmon proposals, has a seat on the International Pacific Halibut Commission advisory board, and is engaged with the North Pacific Fishery Management Council (NPFMC).

North Pacific Fishery Management Council (NPFMC)

605 West 4th Ave., Suite 306
Anchorage, AK 99501-2252
(907) 271-2809
(907) 271-2817 - Fax
www.fakr.noaa.gov/npfmc

The North Pacific Fishery Management Council was established in 1976 by the Magnuson-Stevens Fishery Conservation and Management Act. The council's primary purpose is to oversee and manage certain fisheries off Alaska's coast. This includes groundfish management in the Gulf of Alaska and the Bering Sea/Aleutian Islands.

Fisheries Associations

North Pacific Fishing Vessel Owners Association (NPVOA)

1900 Emerson, #101
Seattle, WA 98119
(206) 285-3383
www.npfvoa.org

North Pacific Longline Association (NPLA)

4209 21st Avenue W, Suite 300
Seattle, WA 98199
(206) 282-4639
(206) 282-4684 - Fax
throngog@npla.org

NPLA is a trade association representing freezer-longline fishing companies that fish and process their catch off of Alaska's coast. NPLA promotes the avoidance of seabird incidental take and the careful release of halibut bycatch. The primary purpose of this organization is to influence groundfish regulations that come under the authority of the North Pacific Fishery Management Council.

North Pacific Scallop Cooperative

(360) 366-9131

Northwest Observer Association

6628 212th Street SW, #110
Lynwood, WA 98036
(206) 776-3957

Norton Sound Economic Development Corporation (NSEDC)

420 L Street, Suite 310
Anchorage, AK 99501
(907) 274-2248
(907) 274-2249 - Fax
www.nsedc.com

Norton Sound Economic Development Corporation (NSEDC) is a private nonprofit corporation representing 15 member communities and over 8,493 people in the Bering Strait Region of Northwestern Alaska. NSEDC is one of six Community Development Quota (CDQ) organizations in Alaska.

Old Harbor Fishermen's Association

4022 Cliffside Dr
Kodiak, AK 99615

Pacific Seafood Processors Association

213 Third Street, Suite 112
Juneau, AK 99801
(907) 586-6366
(907) 586-4618 - Fax
info@pspafish.net
www.pspafish.net

Peninsula Marketing Association

P.O. Box 248
Sand Point, AK 99661
(907) 383-3600
or
321 Highland Drive
Juneau, AK 99801
(907) 586-6366

Petersburg Vessel Owners Association

P.O. Box 232
Petersburg, AK 99833-0232
(907) 772-9323

Prince William Sound Aquaculture Corporation (PWSAC)

P.O. Box 1110
Cordova, AK 99574
(907) 424-7511
(907) 424-7514 - Fax
pwsac@ctcak.net
www.ctcak.net/~pwsac/

A private nonprofit corporation founded in 1974 with headquarters in Cordova. PWSAC strives to maximize the value of Prince William Sound salmon and operates five hatcheries in the area. Visit the Web site to see salmon return forecasts and summaries.

Purse Seine Vessel Owners Association (PSVOA)

4209 21st Ave. West, Suite 301
Seattle, AK 98199
(206) 283-7733
(206) 283-7795 - Fax
psvoa@aol.com

Salmon For Alaska's Future

P.O. Box 92149
Anchorage, AK 99509
(907) 562-8825

Fisheries Associations

Seafood Producers Cooperative

2875 Roeder Ave
Bellingham, WA 98225
(360) 733-0120
(360) 733-0513 - Fax
sales@spsales.com
www.spsales.com

Setnetters Association of Bristol Bay

P.O. Box 238
Homer, AK 99603
(907) 272-4114

Southeast Alaska Fishermen's Alliance

9369 North Douglas Hwy
Juneau, AK 99801
(907) 586-6652
seafa@gci.net

Southeast Alaska Herring Seiners Marketing Association

316 Distin Ave
Juneau, AK 99801

Southeast Alaska Regional Dive Fisheries Association

P.O. Box 2138
Wrangell, AK 99929
(907) 874-3110
(907) 874-4270 - Fax
info@sardfa.org
www.sardfa.org

Southeast Alaska Seiners Association

P.O. Box 23081
Juneau, AK 99802
(907) 463-5030
(907) 463-5080 - Fax

Southern Southeast Regional Aquaculture Association

2721 Tongass Avenue
Ketchikan, AK 99901
(907) 225-9605
admin@ssraa.org
www.ssraa.org

Ugashik Set Net Association

sbs@alaska.net
www.alaska.net/~sbs/ugashikweb

United Catcher Boats

1900 W. Emerson, Suite 212
Seattle, WA 98119
(206) 282-2599

United Cook Inlet Drift Association (UCIDA)

43961 K-Beach Road, Suite E
Soldotna, AK 99669
(907) 260-9436
(907) 260-9438 - Fax
ucida@acsalaska.net

UCIDA is a trade association engaged in promoting and protecting the Cook Inlet drift gillnet fishery. Activities include representing fishermen's interests before regulatory agencies such as the Alaska Legislature and the Alaska Board of Fisheries, and promoting economic value of the industry with newsletters, ads, brochures, and educational programs.

United Fishermen of Alaska (UFA)

211 4th Street, Suite 110
Juneau, AK 99801-1172
(907) 586-2820
(907) 463-2545 - Fax
ufa@ufa-fish.org
www.ufa-fish.org

UFA is a statewide trade association that represents the commercial fishing industry. Its mission statement is "To promote and protect the common interest of Alaska's commercial fishing industry, as a vital component of Alaska's social and economic well-being." An umbrella organization for dozens of fishery groups throughout the state, UFA has memberships available for businesses and individuals as well.

United Fishermen's Marketing Association

P.O. Box 1035
Kodiak, AK 99615
(907) 486-3453

Fisheries Associations

United Salmon Association

P.O. Box 762
Kodiak, AK 99615
(907) 486-6899
(907) 486-7058 - Fax
usalmon@ptialaska.net
www.ptialaska.net/~usalmon/

The United Salmon Association is active in expanding and promoting wild salmon markets and also has a very active role in promoting pre-season contracts between fishermen and processors.

United Southeast Alaska Gillnetters Association

P.O. Box 22427
Juneau, AK 99802
(907) 586-5860
usag@alaska.net
www.alaska.net/~usag

Women's Fisheries Network

2442 NW Market Street #243
Seattle, WA 98107

Yukon Delta Fisheries Development Association (YDFDA)

318 Calista Ct., Suite C
Anchorage, AK 99518
(907) 644-0326
(907) 644-0327 - Fax
www.cdqdb.org/groups/yd/ydhome.htm

The goal for YDFDA is to create a self-sustaining, independent fishing company that will create income and employment opportunities for Yukon Delta residents.

Yukon River Drainage Fisheries Association (YRDFA)

725 Christensen Drive, Suite 3-B
Anchorage, AK 99501
(907) 272-3141 or (877) 999-8566
(907) 272-3142 - Fax
yrdfa@alaska.com
www.yukonsalmon.com/

The priorities for YRDFA are to foster communication and cooperation and to increase the returns of salmon through habitat protection and restoration.

Fisheries and Seafood Technology

Agencies and Organizations

Alaska Department of Commerce, Community and Economic Development (DCCED)

Office of Fisheries Development (OFD)

P.O. Box 110804

Juneau, AK 99801-0804

(907) 465-5464

www.dced.state.ak.us/oed/seafood/seafood.cfu

The Office of Fisheries Development works in conjunction with private industry and multiple levels of government to accomplish a variety of tasks and services related to the economic development of fisheries and fisheries projects in Alaska. Individual fishermen as well as businesses are served through this office. Fisheries development subjects include byproduct development, shellfish farming, direct marketing, seafood quality, and statewide salmon efforts. OFD also maintains a large Web site containing Alaska fisheries-related information.

Alaska Department of Fish and Game (ADF&G)

ADF&G Commercial Fisheries Division

P.O. Box 25526

Juneau, AK 99802-5526

(907) 465-4210

(907) 465-2604 - Fax

www.cf.adfg.state.ak.us/

This division manages commercial fisheries in state waters. Commercial Fisheries Division has offices and research projects at many locations around the state.

Alaska Seafood Processor and Exporter License and Permit Application and Intent to Operate

www.cf.adfg.state.ak.us/geninfo/permits/forms_pb.php

(Also known as the Department of Revenue: Fishery Business License Application [04-573]/Seafood Processor and Exporter License and Permit Application.) This is a comprehensive packet containing the applications necessary to be in compliance with the various state requirements with the Departments of Fish and Game (Intent to Operate and Fish Tickets), Revenue (Licensing, Bonding, and Taxation), and Environmental Conservation (Fish Inspections).

ADF&G Commercial Fisheries Entry Commission

8800 Glacier Highway #109

Juneau, AK 99801-8079

(907) 789-6160

www.cfec.state.ak.us/

This commission administers the state's license limitation program for commercial fisheries under state management jurisdiction.

Alaska Department of Transportation (DOT) Division of Measurement Standards, Section of Weight and Measures

12050 Industry Way, Building O

Anchorage, AK 99515

(907) 365-1222 or (907) 789-9763

(907) 345-2313 - Fax

www.dot.state.ak.us/mscve/wm.shtml

The mission is to ensure accurate trade measurements and to enforce commercial vehicle regulations, and the goal is to certify the accuracy of the weighing and measuring devices used in commerce.

Alaska Fisheries Development Foundation (AFDF)

900 W. 5th Ave., Suite 400

Anchorage, AK 99501

(907) 276-7315

(907) 276-7311 - Fax

information@afdf.org

www.afdf.org

Alaska Fisheries Development Foundation is a member based nonprofit corporation dedicated to creating opportunities in Alaska's commercial fishing industry. Funding from the U.S. Dept. of Commerce, the USDA, and private sources are used to finance fisheries development and other projects in fisheries. Projects include bycatch avoidance, deterrents to killer whales feeding on longline-hooked fish, educational programs, marketing programs, and value-added seafood product incentives.

Fisheries and Seafood Technology

Alaska Ocean Observing System

1007 W. 3rd Ave. Suite 100
Anchorage, AK 99501
(907) 644-6703
(907) 644-6780 - Fax
www.aos.org

A cooperative arrangement between government and science to collect and disseminate oceanographic data for the benefit of researchers, industry, and the public.

Alaska State Fire Marshal

5700 E. Tudor
Anchorage, AK 99507
(907) 269-5491
(907) 338-4375 - Fax
www.dps.state.ak.us/fire/asp/

Contact the Alaska Fire Marshal for building, fire, and mechanical codes relevant to your facility.

ASI Food Safety Consultants

7625 Page Blvd.
St. Louis, MO 63133
(800) 477-0778
www.asifood.com

This consulting firm provides food safety-related services, including audits, seminars, and Hazard Analysis Critical Control Point verification.

International Pacific Halibut Commission

P.O. Box 95009
Seattle, WA 98145-2009
(206) 634-1838
Info@iphc.washington.edu
www.iphc.washington.edu

Seattle-based agency that manages Pacific halibut in the waters of the Pacific Northwest, British Columbia, and Alaska.

Marine Exchange of Alaska (MXAK)

2 Marine Way, Suite 22
Juneau, AK 99801
(907) 463-2607
Mail@mxak.org
www.mxak.org

A member organization for professionals in the marine industries that provides, among other services, capacity building, maritime education, charts and publication sales, maritime databases, and Automated Secure Vessel Tracking System (ASVTS).

National Fisheries Institute

7918 Jones Branch Drive, Suite 700
McLean, VA 22102
(703) 752-8880
(703) 752-7583 - Fax
www.nfi.org/

NFI is a trade association for the fish and seafood industry that represents a wide spectrum of firms, from small family-owned businesses to large multinational corporations. The regular members are U.S. firms that operate fishing vessels and aquaculture facilities which buy and sell, process, pack, import, export, and distribute fish and seafood as well as firms that operate retail stores and restaurants. Associate members sell goods or services to fish and seafood firms. International members are firms domiciled outside the United States that import or export fish and seafood to or from the United States. NFI keeps members current on all the latest developments with bulletins, special reports and publications, and in numerous educational seminars.

National Oceanic Atmospheric Administration (NOAA) National Marine Fisheries Service (NMFS)

Alaska Region
PO Box 21668
Juneau, AK 99802-1668
(907) 586-7221
(907) 586-7249 - Fax
alaska.webmaster@noaa.gov
www.fakr.noaa.gov/

NMFS conducts research and implements management of commercial fisheries in federal waters (outside three miles). Regional office is in Juneau with a major office in Anchorage and research and enforcement presence at numerous locations.

Fisheries and Seafood Technology

North Pacific Fishery Management Council

604 W. 4th Ave., Suite 306
Anchorage, AK 99501-2252
(907) 271-2809
www.fakr.noaa.gov/npfmc

The council makes management and allocation recommendations to the federal Secretary of Commerce pertaining to fisheries in the federal waters off Alaska.

U.S. Coast Guard District 17

Regional Exam Center

800 Dimond Blvd, Suite 3-227
Anchorage, AK 99515
(907) 271-6736
(907) 271-6742 - Fax
rec@cgalaska.uscg.mil

U.S. Department of Commerce

Seafood Inspection Program

1315 East-West Highway
Silver Spring, MD 20910
(301)713-2355 or (800) 422-2750
(301)713-1081 - Fax
www.dced.state.ak.us/oed/seafood/seafood.cfu

Product inspection services. Federal Standards for Fish Plants. Policy for Advertising Services and Marks.

U.S. Food and Drug Administration (FDA)

Federal Bldg. U.S. Courthouse
222 West 7th Ave. #25 Rm 122
Anchorage, AK 99513-7504
(907) 271-5018 or (888) 463-6332
(907) 271-5014 - Fax
www.fda.gov

University of Alaska Fairbanks School of Fisheries and Ocean Sciences

Fishery Industrial Technology Center (FITC)

118 Trident Way
Kodiak, AK 99615-7401
(907) 486-1500
(907) 486-1540 - Fax
www.sfos.uaf.edu/fitc

A unit of the UAF School of Fisheries and Ocean Sciences and located in Kodiak, the goal of FITC is to increase the value of Alaska's fishing industry and marine resources through research, technological development, education and service. Two major academic programs are Sustainable Harvesting and Seafood Processing. Formal and informal teaching, outreach, and training are important components of FITC's mission. Industry workers can receive training in areas as diverse as food microbiology, HACCP training, and fish filleting. Undergraduate courses are offered in collaboration with Kodiak College and include certificate level, associate, and bachelors degrees.

Marine Advisory Program (MAP)

Alaska Sea Grant

Donald Kramer - Seafood Quality Specialist
1007 W. 3rd Ave., Suite 100
Anchorage, AK 99501
(907) 274-9695
(907) 277-5242 - Fax
afdek@uaa.alaska.edu

Chuck Crapo - Seafood Quality Specialist
118 Trident Way
Kodiak, AK 99615
(907) 486-1515
(907) 486-1540 - Fax
dfcac@uaa.alaska.edu

The seafood technologists at the Marine Advisory Program are a resource to Alaska fishermen and processors in improving the quality, safety, and value of their products. The Marine Advisory Program assists the Alaska seafood industry through HACCP training, workshops and courses in quality control, smoking, sanitation, refrigeration, assistance in meeting federal regulations, providing technical information on product development, and byproduct utilization.

Fisheries and Seafood Technology

Publications and Web Sites



Alaska Fisherman's Journal

121 Free Street (Headquarters)
Portland, ME 04101
(207) 842-5608
(207) 842-5609 - Fax
www.afjournal.com

or

Seattle Office (Pacific Office)
4209 21st Ave. W. #200
Seattle, WA 98199
(206) 286-8594
(206) 286-8594 - Fax

This journal covers commercial fishing gear, vessel design and construction, marketing information, economic trends, and legislative affairs for the entire fertile North Pacific fishing grounds. The magazine is published monthly, but check the news section for updated Alaska commercial fishing news headlines.

ASI Food Safety Consultants

7625 Page Blvd.
St. Louis, MO 63133
(800) 477-0778
www.asifood.com/edumat.htm

This company provides a large number of publications and videos on topics pertaining to safety and plant hygiene in the processing of food products. Included are publications on HACCP, basic microbiology, food hygiene, operating principles for food processing plants, etc.

Boatkeeper

www.uaf.edu/seagrant/boatkeeper/boatkeeper.html

A series of 32 articles covering aspects of vessel outfitting, maintenance and business. *By Terry Johnson.*

Common Bivalves of Alaska/Truths and Myths about PSP

www.uaf.edu/seagrant/bookstore/pubs/SG-ED-30.html

A two-sided, 11" x 17" poster. One side shows clam, scallop and other bivalve species common to Alaska's shores with information on habitat, size, and identification tips. The other side is a quick reference on paralytic shellfish poisoning in the state. *Published by Alaska Sea Grant.*

Federal Processor Permits

www.fakr.noaa.gov/ram/FPPAPP.pdf

Fisheries Management for Fisherman, Understanding Fisheries Management

www.olemiss.edu/orgs/SGLC/fisheries.html

A manual for helping fishermen understand the federal management process. *By Richard K. Wallace, William Hosking, and Stephen T. Szedlmayer, published by Auburn University Marine Extension and Research Center, 1994.*

Fisheries of the United States

Superintendent of Documents

U.S. Government Printing Office (GPO)

Washington, DC 20402

(202) 512-1800

(202) 512-2250 - Fax

www.st.nmfs.gov/st1/publications.html

National Marine Fisheries Service publishes professional and comprehensive commercial and recreational fisheries statistics, including landings, world fisheries, U.S. production of processed fishery products, U.S. imports and exports and supply, per capita consumption, index of ex-vessel prices, and more.

Fishing for Octopus: A Guide for Commercial Fishermen

www.uaf.edu/seagrant/bookstore/pubs/AK-SG-88-03.html

Overview of the biology, fisheries technology, markets, and project reports on experimental fisheries for octopus in Alaska. *By Brian Paust, published by Alaska Sea Grant, 1988.*

Gillnet Hanging

www.uaf.edu/seagrant/bookstore/pubs/MAB-29.html

An illustrated step-by-step guide for fishermen and an ideal companion to the video Hanging a Gillnet. *By Paula Cullenberg, published by the Marine Advisory Program, 1987.*

Fisheries and Seafood Technology

Guide to Northeast Pacific Flatfishes: Families Bothidae, Cynoglossidae, and Pleuronectidae.

www.uaf.edu/seagrant/bookstore/pubs/MAB-47.html

This guide identifies all 39 species of flatfish in the north-east Pacific. Wire binding, color photographs, and water resistant paper make this publication handy in the field. *By Donald Kramer, William Barss, Brian Paust, and Barry Bracken, published by Alaska Sea Grant, 1995.*

Guide to Northeast Pacific Rockfishes: Genera Sebastes and Sebastolobus

www.uaf.edu/seagrant/bookstore/pubs/MAB-25.html

Spiral-bound and printed on heavy water-resistant stock for use in processing plants and aboard fishing vessels. *By Donald Kramer and Victoria O'Connell, published by Alaska Sea Grant, 1998.*

Halibut Dressing

www.uaf.edu/seagrant/bookstore/pubs/MAPV-5.html

This eight minute video shows good handling techniques, proper dressing, and correct icing and storage of Pacific Halibut. *Jointly produced by the Alaska Sea Grant Marine Advisory Program and the Alaska Seafood Marketing Institute.*

Hanging a Gillnet

www.uaf.edu/seagrant/bookstore/pubs/MAPV-13.htm

An 18-minute video publication by the Marine Advisory Program (University of Alaska Fairbanks.) This video shows how to plan the net, what to purchase, hanging procedures, and finishing up. A perfect companion to the publication *Gillnet Hanging*.

How to Handle Your Halibut

www.alaskaseafood.org/foodservice/materials/index.html

Produced by Alaska Seafood Marketing Institute. This 15" x 10" illustrated poster is laminated for convenient display aboard the commercial halibut fishing vessel. From gaffing to storage, six categories of halibut handling are shown with easy to read explanations of "Do" "Don't" and "Why." This is the perfect informative reminder to crew that careful attention to handling produces the best quality product.

iComFish Alaska

www.icomfish.com

or

Kodiak Chamber of Commerce

P.O. Box 1485

Kodiak, AK 99615

(907) 486-5557

(907) 486-7605 - Fax

chamber@kodiak.org

A product of the Kodiak Chamber of Commerce, iCom-Fish carries a range of information on equipment, supplies, organizations, publications, and services.

Marine Yellow Pages

3452 Lake Lynda Dr., Suite 363

Orlando, FL 32817

(407) 380-8900 or (800) 328-4766

info@davisonpublishing.com

www.marineyellowpages.com

National Fisherman

www.nationalfisherman.com

Monthly magazine covers all aspects of the seafood industry from the harvester's perspective. The Web site also includes daily fish prices.

Net Mending and Patching

www.uaf.edu/seagrant/bookstore/pubs/M-47.html

An excellent, well-illustrated, 15-page guide to mending your own nets. Contents include instructions for several knots, how to arrange the net, patching larger holes, and lacing. *By P. D. Lorimer, published by Oregon State University Extension Service, 1989.*

Ocean Treasure: Commercial Fishing in Alaska

www.uaf.edu/seagrant/bookstore/pubs/SG-ED-41.html

Overview of the seafood industry, combined with color photos and drawings of fish and invertebrates and the gear used to harvest them. *By Terry Johnson, published by Alaska Sea Grant, 2003.*

Fisheries and Seafood Technology

Pacific Fishing Magazine

1710 S. Norman St.
Seattle, WA 98144
(206) 709-1840
(206) 324-8939 - Fax
www.pfmag.com

Pacific Fishing is edited for commercial fishermen and seafood business professionals working in the world's most productive fishing region from Alaska to Baja California.

Registered Buyer Permits

www.fakr.noaa.gov/ram/reg_buyer_app_inst.pdf

National Oceanic and Atmospheric Administration (NOAA) Fisheries, National Marine Fisheries Services (NMFS) Registered Buyer Permits.

Seabird Bycatch: Trends, Roadblocks, and Solutions

www.uaf.edu/seagrant/bookstore/pubs/AK-SG-01-01.html

This hardcover book is a result of the 1999 symposium held by the Pacific Seabird Group and emphasizes comprehensive solutions to the increasing seabird mortality in commercial fisheries. *Edited by Edward Melvin and Julia Parrish, published by Alaska Sea Grant, 1999.*

Solving Bycatch: Considerations for Today and Tomorrow

www.uaf.edu/seagrant/bookstore/pubs/AK-SG-96-03.html

Covering a 1995 workshop in Seattle, this proceedings book contains international research on reducing bycatch and gear devices. *Published by Alaska Sea Grant, 1995.*

Temperature Directed Fishing: How to Reduce Bycatch and Increase Productivity

www.uaf.edu/seagrant/bookstore/pubs/MAB-48.html

You can reduce search time, increase productivity, and eliminate bycatch using the methods taught in this book. Temperature Directed Fishing (TDF) is widely practiced in Norway and by Japanese fishing fleets. *By Bob Mikol, published by Alaska Sea Grant, 1997.*

U.S. Food and Drug Administration Center for Food Safety and Applied Nutrition

5100 Paint Branch Parkway
College Park, MD 20740-3835
www.cfsan.fda.gov/list.html

This Web site will take you to the "Seafood List," a detail of acceptable market names for a variety of seafood, both imported and domestic. Also listed are scientific names, common names, and known local/regional names, www.cfsan.fda.gov/~frf/seaintro.html.

Who's Who in the Fish Industry

shop.urnerbarry.com

An annual directory published by Urner Barry on the North American seafood industry. Shipping weight is five pounds. Over 6,900 listings of buyers and sellers in the U.S. and Canada. Details on each company are provided, such as product provided, product origin, sales volume, contact names, and much more.

Fisheries Safety and Health

Agencies and Organizations



Alaska Marine Safety Education Association (AMSEA)

2974 Halibut Point Rd.
Sitka, AK 99835
(907) 747-3287
(907) 747-3259 - Fax
www.amsea.org

This nonprofit corporation conducts training and produces training materials for Alaska's commercial fishing industry, as well as for youth and recreational boaters. Train-the-trainer courses are conducted frequently and AMSEA maintains a roster of qualified trainers located around the state. Titles of recent publications include *Boating & Fishing with Children in Alaska*, *Vessel Damage Control*, *Defensive Diving: What Every Tender Should Know About Dive Harvest Safety* (CD) and *Survival at Sea Series* (CD).

Alaska Department of Natural Resources (DNR)

Division of Parks and Outdoor Recreation

Office of Boating Safety

550 W. 7th Ave., Suite 1380
Anchorage, AK 99501-3561
(907) 269-8705
(907) 269-8707 - Fax
www.dnr.state.ak.us/parks/boating

The Office of Boating Safety conducts safety training, administers boating laws, and produces publications such as the *Alaska Boaters Handbook* and its regional supplements. Primarily focused on non-commercial boating.

U.S. Department of Health and Human Services

Centers for Disease Control & Prevention

National Institute of Occupational Safety and Health

Alaska Field Office

4230 University Drive
Anchorage, AK 99508
(907) 271-2382 or 800-356-4674
www.cdc.gov/niosh/homepage.html

U.S. Coast Guard District 17

www.uscg.mil/d17

The Coast Guard has Marine Safety Offices in Anchorage, Juneau, and Valdez and Marine Safety Detachments in Kenai, Ketchikan, Kodiak, Sitka, and Unalaska, as well as air stations in Sitka and Kodiak and installations and vessels around the state.

Publications and Web Sites



A Best Practices Guide to Vessel Stability

www.uscg.mil/hq/g-m/nmc/ptp/bestptp.htm

Commercial Fishing Industry Vessel Advisory Committee
Published by U.S. Coast Guard, 1998.

A Matter of Survival

www.uaf.edu/seagrant/bookstore/pubs/M-32.html
or www.amsea.org/products.html

A Matter of Survival demonstrates the proper use of the contents of a liferaft survival equipment pack, and tells how the equipment can be upgraded. *Produced by Ellen Frankenstein for AMSEA, 2004.*

Alaska Diving Safety: Workshop Proceedings

www.uaf.edu/seagrant/bookstore/pubs/AK-SG-97-03.html
Published by Alaska Sea Grant, 1997.

Alcohol and Boating? It's Your Choice (VHS)

www.amsea.org/products.html

Based on a real incident and subsequent rescue effort.
Produced by AMSEA.

Beating the Odds on Northern Waters: A Guide to Fishing Safety

www.uaf.edu/seagrant/bookstore/pubs/MAB-41.html
or www.amsea.org/products.html

This publication includes USCG-approved safety information with directions on conducting safety drills mandated by the Commercial Fishing Industry Vessel Safety Act of 1988. *By S. Clark Jensen and J. Dzigan, published by Alaska Sea Grant, Fifth Edition, 2005.*

Beating the Odds: Onboard Emergency Drills

www.uaf.edu/seagrant/bookstore/pubs/M-24.html
or www.amsea.org/products.html

This video tells what drills are required on U.S. commercial fishing vessels, and demonstrates how to conduct drills and post-drill debriefings. It's useful for experienced drill leaders as well as crew members who have never participated in a drill, in all marine industries. *Produced by Ellen Frankenstein for the Alaska Marine Safety Education Association, funded by the U.S. Coast Guard, 2002.*

Fisheries Safety and Health

Boating and Fishing with Children in Alaska

www.amsea.org/products.html

Information about outfitting vessels with children in mind, PFDs and other safety concerns, and ideas for keeping children entertained while afloat. *Published by AMSEA, 2005.*

Boating Safety Sidekicks

www.amsea.org/products.html

A colorful, small format boating safety activity book for kids. *Produced by National Safe Boating Council and BoatUS, 2000.*

Cold Water Kids Supplement

www.amsea.org/products.html

Additional cold water safety activities for non-readers as well as upper elementary grades. Includes shore activities. *Published by AMSEA.*

Commercial Fishing Fatalities in Alaska

www.cdc.gov/niosh/97163_58.html

This document includes a discussion of management regimes and the safety roles of the USCG in implementing the Commercial Fishing Industry Vessel Safety Act. It has recommendations for vessel stability and hull integrity, licensing and training of skippers, human factors associated with injuries, crew training, harsh sea and weather conditions, and man overboard. *Published by DHHS (NIOSH), 1997.*

Defensive Diving

www.amsea.org/products.html

Introduces dive tenders to vessel safety, basic dive operations, and dive emergencies. *An AMSEA production in conjunction with independent filmmaker Ellen Frankenstein, 2005.*

Emergency Instruction & Drill Manual

www.amsea.org/products.html

Designed by AMSEA to help commercial fishermen meet the emergency instructions and onboard drill requirements as per 46 CFR 28.265. Templates for required documents included. *Published by AMSEA.*

Hazardous Materials On Board

www.uaf.edu/seagrant/bookstore/pubs/MAB-43.html

By Carl Hild, published by Alaska Sea Grant, 1997.

It Could Have Been Prevented

www.uaf.edu/seagrant/bookstore/pubs/MAPV-18.html
or www.amsea.org/products.html

This dramatic video about small boat safety in rural Alaska touches on issues such as alcohol use, weather, and personal flotation devices. The fictional story about a family traveling upriver to a fish camp illustrates how the tragedy befalling the boaters could have been prevented. *Produced by Marine Advisory Program and AMSEA, 1990.*

Marine Safety Instructor Training Manual

www.amsea.org/products.html

Preparation for an emergency, Seven Steps to Survival, hypothermia, cold water near drowning, PFDs, cold water survival skills, land survival, and how to effectively prepare for and handle emergencies at sea are included. *Produced by AMSEA, 2001.*

Outdoor Survival Training Manual

www.uaf.edu/seagrant/bookstore/pubs/SG-ED-16/17.html
www.amsea.org/products.html

An excellent outdoor survival curriculum for children from 5th - 7th grades, written in an easy-to follow, "cook-book" style. *By Dolly Garza, published by Alaska Sea Grant, 1993, 2nd edn., 2005.*

Fisheries Safety and Health

Preventing and Treating Seasickness

www.uaf.edu/seagrant/bookstore/pubs/SG-ED-47.html
or www.amsea.org/products.html

By Terry Johnson, published by Alaska Sea Grant Marine Advisory Program, 2005.

Rescues at Sea

www.amsea.org/products.html

This video shows the procedures involved when the U.S. Coast Guard responds with a helicopter to a vessel in distress. Includes information on rescues and medevacs, as well as dewatering pump delivery, assembly, and use. *Produced by AMSEA in conjunction with Ellen Frankenstein, 2003.*

Responding to Dive Emergencies in Alaska

www.amsea.org/products.html

Covers Alaska-specific diving challenges, an overview of preparing for a safe boat trip in Alaska, emergency contacts, and State of Alaska emergency treatment guidelines summary for severe hypothermia and dive emergencies. *Produced by AMSEA.*

Seven Ways to Get Hurt or Killed While Commercial Fishing

www.amsea.org/products.html

Good ideas from real fishermen on how to prevent the most common causes of injuries and deaths at sea, including strains/sprains, machinery injuries, falls, cuts, and punctures. *Published by AMSEA.*

Spawn, Spat and Sprains

www.uaf.edu/seagrant/bookstore/pubs/AN-17.html
or www.amsea.org/products.html

This book describes the dangers faced by shellfish farmers and salmon hatchery workers at the aquaculture worksite, and tells how to reduce the chance of injury. *By Jerry Dzugan and Dan Falvey, published by AMSEA and Alaska Sea Grant, 1997.*

Survival at Sea Series

www.amsea.org/products.html

Four marine safety DVDs are now available in one box for a bargain price: *A Matter of Survival, When Seconds Count: The Care and Use of Immersion Suits, Beating the Odds: Onboard Emergency Drills, and Rescues at Sea: A Guide to Helicopter Rescues and Dewatering Pumps. Produced by AMSEA, 2004.*

Surviving Outdoor Adventures

www.uaf.edu/seagrant/bookstore/pubs/SG-ED-36.html

A K-12 curriculum in four volumes including *Survivor (K-2), Cold Water Safety and Survival (3-12), Land Safety and Survival (3-12), Small Boat Safety and Survival (3-12)*. *By Marian Allen et al., published by Alaska Sea Grant, 2002.*

Using Small Boats Is a Way of Life in Alaska

www.amsea.org/products.html

A summary on small boat safety including preparation for a boat trip, float plans, stability and loading, equipment, and ways to prevent drowning. *Published by AMSEA.*

Vessel Damage Control

www.amsea.org/products.html

A quick reference guide to emergency vessel damage control along with suggested damage control kit contents. *Produced by AMSEA with assistance from 17th U.S. Coast Guard District Alaska and Commercial Fishing Industry Vessel Safety Advisory Committee.*

Vessel Safety Manual

www.npfvoa.org/5th_ed__vsm.htm

5th Edition Vessel Safety Manual, with new updates and a new drill section, is now available. *By John Sabella & Associates, for North Pacific Fishing Vessel Owners Association, Seattle, 1986.*

Fisheries Safety and Health

Water Wise: Safety for the Recreational Boater

www.uaf.edu/seagrant/bookstore/pubs/MAB-51.html
or www.amsea.org/products.html

Water Wise presents the information skippers need in a very readable, direct way. Chapters cover safe practices, weather, PFDs and survival rafts, signals, survival, first aid, fire fighting, and more. *By Jerry Dzigan and Susan Clark Jensen, published by Alaska Sea Grant and the U.S. Marine Safety Association, 1999.*

When Seconds Count: Care and Use of Immersion Suits

www.uaf.edu/seagrant/bookstore/pubs/MAPV-38.html
or www.amsea.org/products.html

When Seconds Count is a video that tells what features to look for when purchasing an immersion suit, how to put one on, how to use it, and how to take care of it. *Produced by AMSEA and the Marine Advisory Program, 1998.*

Seafood Shipping Materials and Services

Materials Suppliers



A. Mindle & Associates

115 Post St.
Santa Cruz, CA 95060
(831) 425-6625
(831) 425-6627 - Fax
www.amindle.com

Tray packaging for processes products.

American Thermal Wizards International, Inc

8705 SW 57th St.
Ft. Lauderdale, FL 33328
(954) 252-7423 or (866) 568-3289
(954) 252-1444 (fax)
info@ATW-International.com
www.ATW-International.com

Insulated shipping packaging.

Beck Pack Systems Inc.

P.O. Box 135
Sandemandsvej 6
DK-3700 Roenne
Denmark
+45 5695 2522
+45 5695 2523 - Fax

(206) 575-3224
www.beck-liner.com

Shipping packaging and liners.

DeltaTrak

P.O. Box 398
Pleasantville, CA 94566
(925) 249-2250 or (800) 962-6776
(925) 249-2251 - Fax
salesinfo@deltatrak.com
www.deltatrak.com

Temperature recording produces, in-transit data management.

Eastern Seaboard Packaging

16415-B Northcross Dr.
Northcross Corporate Center
Huntersville, NC 28078
(704) 895-7277
(704) 895-7163 - Fax
info@easternseaboardpackaging.com

Insulated shipping containers and container insulation.

Lifoam Industries, LLC

(formerly Tech Pak Solutions, Inc.)
(800) 638-1471
(800) 937-3627 - Fax
www.techpak.com

Shipping containers, insulation, and gel packs.

Ketchum Manufacturing Inc

1245 California Ave.
Brockville, ON Canada
(613) 342-8455
(613) 342-7550 - Fax
ketchum@sympatico.ca
www.ketchum.ca

Seafood and aquaculture tags, merchandizing products.

Packaging Products Corporation

198 Hermanville Blvd.
Bedford, MA 02740
(800) 225-0484

Shipping boxes, insulation, and gel packs.

QuickLabel Systems

600 E. Greenwich Ave.
West Warwick, RI 02893
(877) 757-7978
(401) 822-2430 - Fax
info@QuickLabel.com
www.QuickLabel.com

Product package labels.

Seafood Shipping Materials and Services

Stoffel Seals Corporation

One Stoffel Drive
Tallapoosa, GA 30176
(770) 574-2382 or (800) 422-8247
(770) 574-7932 - Fax
info@stoffel.com
www.stoffel.com

Product package labels.

Victory Packaging

501 42nd St., Suite 100
Auburn, WA 98002
(253) 395-0266 or (800) 790-8457
case@victorypacking.com
www.victorypacking.com

Boxes, bags, plastic wrapping, shipping supplies.

Yerecic Label

701 Hunt Valley Road
New Kensington, PA 15068
(724) 334-3300 or (800) 245-2700
(724) 335-8872 - Fax
experts@yereciclabel.com
www.yereciclabel.com

Product package labels.

Services

Alaska Traffic Consultants, Inc.

2214 Fourth Ave. S.
Seattle, WA 98134
(206) 682-2817 or (800) 888-3534
(206) 682-6804 - Fax
info@alaskatraffic.com
www.alaskatraffic.com

Alaska Traffic Consultants offers freight transportation and logistics service in Alaska and nationwide. Based in Seattle.

AmeriCold Logistics

10 Glenlake Parkway South, Suite 800
Atlanta, GA 30328
(888) 808-4877
www.americold.net

Refrigerated product logistics services, warehouses, consolidation.

Astra Information Systems

1920 N. Commerce Parkway, Suite 2
Weston, FL 33326
(800) 305-5567
(954) 233-5500 - Fax
sales@astrainfo.com
www.astrainfo.com

Seafood distribution, importing and processing technology.

DHL Danzas Air & Ocean

4041 W. International Airport Rd.
Anchorage, AK 99502
(907) 243-4301 or (866) 551-9123
(907) 243-5905 - Fax
charlene.stamps@dhl.com
www.us.danzas.com

Worldwide freight transportation services, established in 1970 with local delivery. DHL Danzas Air & Ocean specializes in air cargo, trucking, express package services, and warehousing and storage. It also offers logistics, project and express solutions and supply chain and air, road, and rail freight.

Seafood Shipping Materials and Services

Global Perishable Logistics Group

P.O. Box 1101
Coolangatta, Queensland, Australia 4225
+61 7 5599 2333
+61 7 5599 2363 - Fax
coordinator@gplg.org
www.gplg.org

Air and sea freight, storage, distribution, and logistics.

Oceanair, Inc

186A Lee Burbank Highway
Revere, MA 02151-4000
(800) 456-4176
Perishables@oceanair.net
www.oceanair.net

Perishable logistics services, inventory management, containers, freight, and insurance services, etc.

Panalpina Inc.

Airfreight Division
4305 W. International Airport Rd.
Anchorage, AK 99502
(907) 245-8008
(907) 245-8018 - Fax
john.hodel@panalpina.com
www.panalpina.com

Dealer of Envirotainer temperature-controlled air cargo containers, as well as provider of forwarding and logistics services.

Shorepoint Insurance Services

1120 Bristol Street
Costa Mesa, CA 92626
(714) 430-0036 or (800) 350-5647
www.shorepointinsurance.com

Cargo insurance, business, and product liability insurance.

United States Cold Storage

33400 Dowe Ave.
Union City, CA 94587
(510) 471-4431
(510) 429-0608
www.uscoldstorage.com

Cold storage services, refrigerated and logistical services.

Publications and Web Sites



Air Shipment of Fresh Fish: A Primer for Shippers and Cargo Handlers

www.uaf.edu/seagrant/bookstore/pubs/MAB-32.html

This guide covers the basics on how to prevent spoilage during shipment through proper packing, handling and temperature control. *By Chuck Crapo and Brian Paust, published by Alaska Sea Grant Marine Advisory Program.*

Care of Halibut Aboard the Fishing Vessel

www.uaf.edu/seagrant/bookstore/pubs/MAB-18.html

This soft cover booklet gives step by step instructions on how to land, prepare, and store a top quality halibut product. *By Donald Kramer and Brian Paust, published by Alaska Sea Grant, 1985.*

Collaborative Insights

www.imakenews.com/networkdirect/

This Web site supports the free subscription newsletter Collaborative Insights, produced by Global Food Collaborative, that bills itself as "Providing Transparency to Alaska's Food Supply Chain." Each issue includes articles about seafood-related businesses and locations.

Food Logistics

www.foodlogistics.com

A print and online business journal of the food shipping industry. Food Logistics has information for direct marketers on potential markets as well as state-of-the-art solutions for shipping, handling, and warehousing. Visit the Web site to sign up for a free industry newsletter.

Marketing and Shipping Live Aquatic Products

www.uaf.edu/seagrant/bookstore/pubs/AK-SG-01-03.html

Proceedings of the Second International Conference and Exhibition. *Edited by Brian Paust and Allison Rice, published by Alaska Sea Grant, 1999.*

Seafood Shipping Materials and Services

Seafood Safety: What Consumers Need to Know

www.uaf.edu/seagrant/bookstore/pubs/M-19.html

This 3.5" x 8.5" brochure gives consumers advice on handling, thawing, preparing, and cooking fish and shellfish. Ideal for distribution at seafood counters or markets.

By Doris Hicks and Don Kramer, published by Delaware Sea Grant, 1999.

Seafood Network Information Center (SeafoodNIC)

University of California,
Sea Grant Extension Program,
One Shields Avenue
Davis, CA 95616
seafood.ucdavis.edu

SeafoodNIC is an industry Web site with extensive publications listings, and sections on marketing, product development, sanitation, seafood Hazard Analysis Critical Control Point (HACCP), labeling, and links to online news and listservs. *Managed by the University of California at Davis.*

Seafood Processing and Marketing

Agencies and Organizations

Alaska Department of Commerce, Community and Economic Development (DCCED)

Division of Corporations, Business, and Professional Licensing

PO Box 110808
Juneau, AK 99811-0808
(907) 465-2500
License@commerce.state.ak.us
www.dced.state.ak.us/occ/home.htm

Corporations Receptionist: (907) 465-2530
Corporations Fax: (907) 465-3257
Business Licensing Staff: (907) 465-2550
Business Licensing Fax: (907) 465-2974
Professional Licensing Receptionist: (907) 465-2534
Professional Licensing Fax: (907) 465-2974

Office of Economic Development

P.O. Box 110809
Juneau, AK 99811-0809
(907) 465-2500
oed@commerce.state.ak.us
www.dced.state.ak.us/oed/

The Department of Commerce, Community and Economic Development provides a variety of resources for small business owners, including economic and community information statewide. Within DCCED, the Office of Economic Development and the Fisheries Development Group works closely with the Alaska seafood industry to increase the value of the fishery resource. Focus areas include detailed economic analysis, product development support, shellfish farming, direct marketing, entrepreneurial development, seafood quality, networking for industry, and statewide salmon efforts.

Office of Fisheries Development

P.O. Box 110809
Juneau, AK 99811-0809
(907) 465-5464
(907) 465-5085 - Fax
www.dced.state.ak.us/oed/seafood/seafood.htm

The Office of Fisheries Development works in conjunction with private industry and multiple levels of government to accomplish a variety of tasks and services related to the economic development of fisheries and fisheries projects in Alaska. Both individual fishers as well as businesses are served through this office.

Fisheries development subjects currently addressed include byproduct development, shellfish farming, direct marketing, seafood quality, and statewide salmon efforts. OFD also maintains a large Web site containing Alaska fisheries-related information.

Alaska Department of Environmental Conservation (ADEC)

Division of Environmental Health

555 Cordova Street
Anchorage, AK 99501-7501
(907) 269-7640 or (907) 269-7501
(907) 269-7510 - Fax
www.state.ak.us/dec
www.dec.state.ak.us/eh/index.htm

The Division of Environmental Health deals with the basics: safe drinking water, food and sanitary practices. The goal is to provide businesses with clear standards so that they can protect our environment and provide safe food and drinking water to Alaskans.

Food Safety and Sanitation Program

555 Cordova St.
Anchorage, AK 99501-2617
(907) 269-7501
(907) 269-7510 - Fax
www.state.ak.us/dec/eh/fss/index.htm

This office has information on regulations effecting seafood processing. Call up the Web site for links on approved seafood facilities, processing guidelines and regulations, applications and permits, direct market vessels, HACCP training, and more.

Alaska Seafood Exchange (ASE)

P.O. Box 1089
Cordova, AK 99574
(800) 609-7205
(800) 609-7205 - Fax
info@alaskase.com
www.alaskase.com

ASE is an Internet-based business that places buyers and sellers of Alaska seafood in touch with one another.

Seafood Processing and Marketing

Alaska Seafood Marketing Institute (ASMI)

311 Franklin Street, Suite 200
Juneau, AK 99801-1147
(907) 465-5560 or (800) 478-2903
(907) 465-5572 - Fax
info@alaskaseafood.org
www.alaskaseafood.org

ASMI is a partnership between the State of Alaska and the Alaska seafood industry. It promotes Alaska seafood in the U.S. and in key overseas markets. Direct marketers and processors can be listed in ASMI directory of Alaska seafood suppliers. ASMI has hundreds of marketing tools and merchandising aids including seafood photos, informational pamphlets, recipes, videos, and publications available for direct marketers to use when advertising seafood products to clients.

Dun & Bradstreet

103 JFK Parkway
Short Hills, NJ 07078
(800) 234-3867
custserv@dnb.com
www.dnb.com

Dun & Bradstreet is a credit reporting service offering information on businesses around the world. Direct marketers and exporters can reduce credit risk and assure their clients have the means to pay by checking credit history with D&B. Other services available through the organization can help your business find risk management solutions and new customers, and manage your own credit profile.

Marine Stewardship Council (MSC)

2110 N. Pacific Street, Suite 102
Seattle, WA 98103
(206) 691-0188
www.msc.org

The MSC is an independent, global, nonprofit organization that works to ensure the sustainability of global fish stocks and the health of the marine ecosystem. It is supported by a broad coalition of those with a stake in the future of the global seafood supply. The MSC harnesses consumer power by identifying sustainable seafood products through an eco-label.

National Fisheries Institute (NFI)

7918 Jones Branch Drive, Suite 700
McLean, VA 22102
(703) 752-8880
(703) 752-7583 - Fax
www.nfi.org/

NFI is trade association for the fish and seafood industry, and represents a wide spectrum of firms, from small family-owned businesses to large multinational corporations. The regular members are U.S. firms that operate fishing vessels and aquaculture facilities; which buy and sell, process, pack, import, export and distribute fish and seafood; and which operate retail stores and restaurants. Associate members sell goods or services to fish and seafood firms. International members are firms domiciled outside the United States that import or export fish and seafood to or from the United States. NFI keeps members current on all the latest developments with bulletins, special reports and publications, and in numerous educational seminars. NFI has a Buyer's Guide which provides detailed information about member companies. Look for the "Buyer's Guide" button on the bottom of the page to activate this feature of the Web site, it is also available in hard copy for \$150.

U.S. Department of Commerce Alaska Export Assistance Center

431 W. 7th Ave., Suite 108
Anchorage, AK 99501
(907) 271-6237
(907) 271-6242 - Fax
cbecker@mail.doc.gov
www.alaska.net/~export also www.buyusa.gov/alaska

The Alaskan Export Assistance Center assists Alaska firms in realizing their export potential by providing expert counseling and advice, international contacts, and trade promotion vehicles and information on sources of financing. Direct Marketers will be especially interested in the "overseas fish buyers list" available from the center.

Seafood Processing and Marketing

University of Alaska Fairbanks

Marine Advisory Program (MAP)

1007 W. 3rd Ave., Suite 100
Anchorage, AK 99501
(907) 274-9691
(907) 277-5242 - Fax
map@sfos.uaf.edu
www.uaf.edu/map/

The Alaska Sea Grant Marine Advisory Program is a statewide outreach and technical assistance program designed to help Alaskans wisely use, conserve, and enjoy the state's marine and coastal resources. A division of University of Alaska Fairbanks, School of Fisheries and Ocean Sciences, MAP has an extensive list of publications to loan or purchase and nine offices around the state. MAP agents and specialists are university faculty with various areas of expertise including marine mammals, seafood quality, tourism, aquaculture, and seafood marketing. Certification workshops are given in areas including Hazard Analysis Critical Control Point (HACCP), Sanitation Control Procedures, and Better Process Control.

Fisheries Industrial Technology Center (FITC)

118 Trident Way
Kodiak, AK 99615
(907) 486-1500
(907) 486-1540 - Fax
fitc@sfos.uaf.edu
www.sfos.uaf.edu/fitc

FITC's mission is to increase the value of Alaska's fishing industry and marine resources through research, technological development, education, and service. Programs cover harvesting technology, processing technology, seafood quality and safety, contaminants, and ecosystems.

World Trade Center Alaska (WTCAK)

431 W. 7th Ave., Suite 108
Anchorage, AK 99501
(907) 278-7233
(907) 278-2982 - Fax
info@wtcak.org
www.wtcak.org

World Trade Center Alaska is a private nonprofit membership organization providing international trade and business services to members and community partners across the state. The mission of WTCAK is to assist Alaskans

to successfully compete for trade and investment in the global marketplace. Research of new markets and trade opportunities, informational support, hands-on assistance, and connecting Alaskan sellers with overseas buyers are a few of the services provided by WTCAK.

WorldCatch Foods, Ltd

2110 N. Pacific St., Suite 103
Seattle, WA 98103
(206) 284-7400
info@worldcatch.com
www.worldcatch.com

A company that provides various seafood production and quality control services, and develops value-added seafood products.

Seafood Processing and Marketing

Publications and Web Sites

Annual Report on the United States Seafood Industry

P.O. Box 688
Jacksonville, OR 97530
(541) 899-4975
(541) 899-4976 - Fax
howard@hmj.com
www.hmj.com/report.html

The annual reference tracks key trends affecting U.S. seafood supply and demand. There are over 100 tables, charts, and graphs providing clear, concise data on the state of the industry, U.S. supply and trade, market analysis, overviews of key species, and consumer attitudes and purchasing patterns from key markets such as China and Japan. *Published by H.M. Johnson and Assoc.*

AssessYour International Risk.org

www.AssessYourInternationalRisk.org

Web site provides small businesses with information to help determine insurable risks in doing business abroad. Covers many forms of business liability and insurance coverage. Launched by the Small Business Association, American Insurance Group, Inc., and U.S. Chamber of Commerce.

Bill Atkinson's News Report

5507 NE 58th St.
Seattle, WA 98105
(206) 525-3235
(206) 525-3379 - Fax

Summaries of market news from Japanese seafood industry journals.

Chain Store Guide

(800) 927-9292
www.csgis.com

Direct marketers will find the Chain Store Guide Web site a handy online reference for directories of chain and independent restaurants, food service distributors, and wholesale grocers.

Common Mistakes in HACCP

www.uaf.edu/seagrant/bookstore/pubs/ASG-38to41.html

Single-page handouts tell how to avoid mistakes that are commonly made in the processing plant. *By Liz Brown, Marine Advisory Program:*

Hot Smoked Salmon (ASG-44)

Sanitation Standard Operating Procedure (ASG-43)

Government Agencies (ASG-42)

Products for Export Only (ASG-41)

Cooked Crab (ASG-40)

Groundfish (ASG-39)

Hazard Analysis (ASG-38)

ContactDirect.com

24 Research Drive
Hampton, VA 23666
(757) 599-4644 or (866) 599-4644
(757) 599-3104 - Fax
info@ContactDirect.com
www.contactdirect.com

ContactDirect is a global database of contacts for the food and beverage industry.

Direct Marketing Business License Application

Alaska Department of Fish and Game
Commercial Fisheries Division
www.cf.adfg.state.ak.us/geninfo/permits/forms_pb.php

Beginning in 2005, fishermen with vessels 65 feet or less can obtain this license as an alternative to the unlimited Fisheries Business License. The Direct Marketing Business License authorizes fishermen to process their catch on their vessel, and/or a designated on-shore location, and pay tax at the shore-based rates. The license also authorizes fishermen to export their catch or have another fisheries business custom-process on their behalf. The new license does not allow fishermen to purchase and process/export, or custom-process another fisherman's catch.

Directory of Alaska Seafood Suppliers

ASMI
311 North Franklin Street, Suite 200
Juneau, AK 99801-1147
www.alaskaseafood.org/supplier_directory_locator/default.asp

Direct marketers and processors are listed in the ASMI directory of Alaska seafood suppliers.

Seafood Processing and Marketing

Eurofish

catfishjournal.com

Monthly journal on the catfish farming industry, published by the Catfish Farmers of America.

Fisherman's Direct Marketing Manual

www.uaf.edu/seagrant/bookstore/pubs/MAB-53.html

A basic how-to on direct marketing of fish and seafood products, it contains chapters on seafood distribution systems, finding customers, business planning, quality control, packaging and shipping, and international marketing. Updated in 2005 with more information on Alaska permits, licenses, etc. *Edited by Terry Johnson, Editor, published by the Sea Grant programs of Alaska, Washington, and Oregon, 2003.*

Fisheryxchange.com

www.fisheryxchange.com

An online product source and information resource for the seafood industry.

Fishmonger Seafood Software

222 Northfield Rd., Suite 105

Northfield, IL 60093

(847) 501-6570

www.fishmonger.com

A seafood industry Web site, online newsletter, and commercial software for use by seafood companies for conducting business operations.

Food Logistics

www.foodlogistics.com

A print and online business journal of the food shipping industry. *Food logistics* has information for direct marketers on potential markets as well as state-of-the-art solutions for shipping, handling, and warehousing. Visit the Web site to sign up for a free industry newsletter.

FrozenFoodAge.com

www.frozenfoodage.com

Online magazine and a source of information on the industry of frozen food, *FrozenFoodAge* features include searchable archives, classifieds and crucial business resources. The full magazine is available by subscription. There is also a free newsletter.

Globefish

www.globefish.org

Published by the Federal Accounting Office (FAO), this quarterly update highlights market trends in major species.

GoTradeSeafood.com

www.gotradeseafood.com

An online source of seafood, products, equipment, publications and information, *GoTradeSeafood* also operates the Seafood List Search Engine.

HACCP: A Simple Way to Prevent Problems

www.asifood.com/edumat.html

This 12-page brochure gives general discussion on the safety system called Hazard Analysis Critical Control Point (HACCP). A simple seven-step approach is listed and explained. Available to order through ASI Food Safety Consultants. *Written and published by the Alaska Seafood Marketing Institute.*

Infofish

1st Floor, Wisma PKNS

Jalan Raja Laut,

PO Box 10899

50728 Kuala Lumpur

Malaysia

(603) 26914466

(603) 26916804 - Fax

infofish@po.jaring.mywww.infofish.org

www.infofish.org

A monthly bulletin focused on the Asian market.

Seafood Processing and Marketing

LMR Shrimp Market Report

2658 Del Mar Heights Road
PMB 212
Del Mar, CA 92014
(858) 792-6515
(858) 792-6519 - Fax
lmrfish@aol.com
www.fis.com/lmr

A report published by LMR Fisheries Research for more than 30 years. The monthly subscription includes an analysis and statistics on worldwide shrimp landings, production, cold storage holdings, imports, and outlook.

Marketing Guidebook: The Blue Book of Supermarket Distribution

www.progressivegrocer.com/progressivegrocer/business_resources/print_directories/marketguidebook.jsp

A "blue book" for the industry, *The Marketing Guidebook* has detailed profiles on wholesalers and chains, a directory of key executives, buyers, food brokers and specialty distributors, annual sales records and much more. Magazines, newsletters, free email, etc. are available through ProgressiveGrocer.com

Meat & Seafood Merchandising

www.vancepublishing.com

This publication is designed for the seafood retailer and covers merchandising, training, promotion, and product information.

NFI Buyers' Guide

7918 Jones Branch Dr., Suite 700
McLean, VA 22102
(703) 752-8880
contact@nfi.org
www.nfi.org

Provided free to NFI members, the guide lists NFI member companies, associate members, and suppliers by product, contacts, locations, etc.

Progressive Grocer

770 Broadway
New York, NY 10003
www.progressivegrocer.com

A monthly publication serving the supermarket industry and other aspects of the global food business. Detailed feature articles provide trends in marketing, logistics, international retailing, consumer purchasing patterns, and much more.

Restaurants & Institutions

Reed Business Information
Attn: Customer Service
8878 Barrons Blvd.
Highlands Ranch, CO 80129-2345
(800) 446-6551
(303) 470-4280 - Fax
www.foodservice411.com/rimag

Restaurants & Institutions Magazine (R&I) is published 24 times a year and is a resource for menus and trends in the food service industry. Both commercial and non-commercial restaurants are part of R&I's research on restaurant owners and patrons. Visit the Web site for an industry calendar, classifieds, recipes, and subscriptions.

Salmon Market Information Service (SMIS)

www.alaskaseafood.org/fishingprocessing/bulletin.htm

SMIS publishes an online monthly analysis of salmon prices, supply, and trends.

Seafax Directory

P.O. Box 15340
Portland, ME 04112
(207) 773-3533 or (800) 777-3533
(207) 773-9564 - Fax
sales@seafax.com
www.seafax.com

Seafax is primarily a credit reporting agency for the food industry, with other services such as credit reports, collections, bankruptcy information, and marketing data. Clients with product to sell, such as seafood processors and fishing co-ops, can get credit information from Seafax on potential buyers. Seafax produces the *Seafax Directory* which is a yellow pages of the Seafood Industry in North America. Direct marketers find ideas for potential markets in the directory, which also contains basic financial information on the industry.

Seafood Processing and Marketing

Seafood Business Magazine

121 Free Street
Portland, ME 04112-7437
(207) 842-5500
(207) 842-5503 - Fax
www.seafoodbusiness.com

Seafood Business Magazine is a print and online publication featuring the latest news, trends and developments in the seafood industry. Other topics include species focus, seafood FAQs, menus, a source book, and a classified section. The magazine sponsors the International Boston Seafood Show and the West Coast, European, Singapore, and China Exposition.

Seafood International

80 Calverley Road
Tunbridge Wells, Kent, TN1 United Kingdom
marketing@agra-net.com
www.seafood-international.co.uk

Seafood International is published monthly in the UK and read in over 100 countries. Global issues in the industry such as industry reports, pricing trends, new product development, and policy updates on various fisheries are covered in each publication. Subscriptions also include a supplement every two months covering such topics as factory trends, hygiene, refrigeration, transport, and more.

Seafood Market Analyst

34 Potter Road
Wakefield, RI 02879
(401) 783-8899
www.seafoodreport.com

An online fisheries information service that produces print and electronic forecast and summary reports on seafood market segments, including salmon.

Seafood Network Information Center (SeafoodNIC)

Sea Grant Extension Program, University of California,
One Shields Avenue
Davis, CA 95616
seafood.ucdavis.edu

SeafoodNIC is an industry Web site. with extensive publications listings, that includes sections on marketing,

product development, sanitation, seafood Hazard Analysis Critical Control Point (HACCP), labeling, and links to online news and list serves. *Managed by the University of California at Davis.*

Seafood Safety: What Consumers Need to Know

www.uaf.edu/seagrant/bookstore/pubs/M-19.html

This 3.5" x 8.5" brochure gives consumers advice on handling, thawing, preparing, and cooking fish and shellfish. Ideal for distribution at seafood counters or markets. *By Doris Hicks and Don Kramer, published by Delaware Sea Grant, 1999.*

Seafood Trend Newsletter

8227 Ashworth Ave., N.
Seattle, WA 98103-4434
(206) 523-2280
(206) 526-8719 - Fax
seafoodtrend@aol.com

This independent newsletter covers seafood markets and comes out twice a month. *Edited by Ken Talley; each edition is approximately 4 pages.*

Seafood.com

www.seafood.com

An online seafood industry news service that includes product searches and trading.

SeaFoodSearch.com

P.O. Box 2179
Ocean City, MD 21843
(410) 250-8695
findit@seafoodsearch.com
www.seafoodsearch.com

A search engine for seafood producers and wholesalers worldwide. Publishes an email newsletter.

Small-Scale Marketing of Aquaculture Product

aquanic.org/publicat/usda_rac/efs/srac/350fs.pdf

This four page publication has sections on family operations, direct sales to retailers and the public, licenses and permits, live haulers, advertising, and more. *By Ronnie J Gilbert, published by the Southern Regional Aquaculture Center, 1989.*

Seafood Marketing and Processing

Supermarket News

www.supermarketnews.com

Supermarket News is published weekly in print by Fairchild Publications and is dedicated to news of the retail food industry. Visit the Web site to learn more on subjects such as the industry's major events of the year, the top 25 global retailers, trade shows, technology news, a daily newsletter, and more.

Understanding Salmon Markets

www.uaf.edu/seagrant/bookstore/pubs/ASG-33.html

A beginner's lesson on salmon markets provides indispensable basic knowledge that will help fishermen and processors improve their business performance. *By Terry Johnson and Craig Wiese, published by Alaska Sea Grant, 1995.*

Urner Barry Publications, Inc.

P.O. Box 389
Toms River, NJ 08754
(732)240-5330
www.urnerbarry.com

A fee-based subscription service that provides perishables price information, including wholesale prices of all major commodity fish and shellfish products imported or domestically produced. Several different seafood directories are also available.

Wild Alaska Salmon: Alaska Salmon Buyers Guide

Alaska Seafood Marketing Institute (ASMI)
311 N. Franklin Street, Suite 200
Juneau, AK 99801-1147
(800) 478-2903 or (907) 465-5560
(907) 465-5572 - Fax
www.alaskaseafood.org/fishingprocessing/quality.htm

This 22-page publication is a buyer's guide to Alaska salmon. With full color on each page, it covers topics from the salmon life cycle, fishing, transportation and nutrition to buying tips and color variation. *Written and published by the Alaska Seafood Marketing Institute.*

Wild Catch

1710 S. Norman St.
Seattle, WA 98144
(206) 709-1840
phurme@marinedigest.com
www.wildcatchmagazine.com

This is a new trade journal for the wild seafood industry by the publishers of *Pacific Fishing* magazine. It covers the wild seafood supply chain and serves to connect wild seafood sellers and buyers.

Industry-Related Trade Shows

All Things Organic Organic Trade Association

P.O. Box 547
Greenfield, MA 01302
(413) 774-7511
(413) 774-6432 - Fax
info@ota.com
www.organicexpo.com

All organic conference and trade show.

Biofach

NürnbergMesse GmbH
Messezentrum
90471 Nürnberg
Germany
+49 (0) 9 11. 86 06-0
+49 (0) 9 11. 86 06-82 28 - Fax
www.biofach.de/main/d3zq3jg8/page.html

World organic trade fair in Germany.

Diversified Business Communications

P.O. Box 7437
Portland, ME 04112-7437
(207) 842-5503
(207) 842-5503 - Fax
www.divbusiness.com

Producers of several seafood industry expositions and trade shows, including:

- International West Coast Seafood Show
www.westcoastseafood.com
- International Boston Seafood Show
www.bostonseafood.com
- China Seafood Exposition
www.chinaseafoodshow.com
- European Seafood Exposition
www.euroseafood.com
- Mediterranean Seafood Exposition
www.italyseafood.com
- Seafood Processing America
www.seafoodprocessingamerica.com
- Seafood Processing Europe
www.europrocessing.com

Also produces

- Pacific Marine Expo in Seattle on even years
www.pacificmarineexpo.com
- International WorkBoat Show
www.workboatshow.com

Food Marketing Institute Show

655 15th Street NW
Washington, DC 20005
(202) 452-8444
(202) 429-4519 - Fax
fmi@fmi.org
www.fmi.org

Trade show for the food marketing industry.

Natural Products Expo East

(303) 998-9198 or (866) 458-4935
(303) 390-1776 - Fax
www.expoeast.com

Natural products exhibition and trade show,
Washington, D.C.

Natural Products Expo West

(303) 998-9198 or (866) 458-4935
(303) 390-1776
www.expowest.com

Natural products exhibition and trade show, Anaheim,
California.

SIAL

www.sial.fr

Global food marketplace trade fairs, in Paris, Montreal,
Shanghai, and Buenos Aires.

Index

A Best Practices Guide to Vessel Stability.....	30	Alaska Regional Development Organizations (ARDORs).....	8
A Matter of Survival (guide to liferaft survival packs VHS or DVD).....	30	Alaska Salmon Technical Assistance Study Guide.....	10
A. Mindle & Associates.....	34	Alaska Seafood Exchange (ASE).....	38
Air Shipment of Fresh Fish: A Primer for Shippers and Cargo Handlers.....	36	Alaska Seafood Marketing Institute (ASMI).....	39
Alaska Business Development Center, Inc. (ABDC).....	8	Alaska Sea Grant.....	2, 9, 15, 26, 40
Alaska Crab Coalition.....	16	Alaska Shellfish Growers Association (ASGA).....	1
Development (DCCED).....	38	Alaska State Fire Marshal.....	25
Alaska Department of Commerce, Community and Economic Development (DCCED) - Division of Investments.....		Alaska Traffic Consultants, Inc.	35
Alaska Department of Commerce, Community and Economic Development (DCCED) - Office of Economic Development..	4, 38	Alaska Troller's Association (ATA).....	17
Alaska Department of Commerce, Community and Economic Development (DCCED) - Office of Fisheries Development.....	8, 10, 24, 38	Alaska Village Initiatives (AVI).....	6, 12
Alaska Department of Commerce, Community and Economi Development (DCCED) - Community Development Quota (CDQ).....	16	Alaska Vocational Technical Center (AVTEC).....	13
Alaska Department of Environmental Conservation (ADEC)-Food Safety and Sanitation Program.....	38	Alcohol and Boating? It's Your Choice (VHS).....	30
Alaska Department of Environmental Conservation (DEC).....	1	Aleutian Pribilof Island Community Development Association (APICDA).....	17
Alaska Department of Fish and Game - Alaska Seafood Processor and Exporter License and Permit Application and Intent to Operate.....	24	All Things Organic.....	46
Alaska Department of Fish and Game - Commercial Fisheries Division.....	40	Alutiiq Pride Shellfish Hatchery.....	1
Alaska Department of Fish and Game - Commercial Fisheries Entry Commission.....	24	American Thermal Wizards International, Inc.....	34
Alaska Department of Fish and Game (ADF&G).....	1, 4, 16	AmeriCold Logistics.....	35
Alaska Department of Fish and Game (ADF&G) - Alaska Board of Fisheries.....	16	Annual Report on the United States Seafood Industry.....	41
Alaska Department of Fish and Game (ADF&G) - Commercial Fisheries Entry Commission.....	16	Aquaculture Outlook.....	3
Alaska Department of Fish and Game (ADF&G) - Commercial Fisheries Management Division.....	16	Armstrong Keta, Inc.....	1
Alaska Department of Labor & Workforce Development - Job Center Network.....	8, 12	ASI Food Safety Consultants.....	25, 27
Alaska Department of Labor & Workforce Development - State Training and Employment Program (STEP).....	8	Assess Your International Risk.org.....	10, 41
Alaska Department of Labor and Workforce Development - National Emergency Grant.....	12	Association of Village Council Presidents (AVCP).....	6
Alaska Department of Natural Resources (DNR).....	1	Astra Information Systems.....	35
Alaska Department of Natural Resources, (DNR)-Division of Parks and Outdoor Recreation - Office of Boating Safety.....	30	Atka Fishermen's Association.....	18
Alaska Department of Revenue.....	5	At-Sea Processors Association.....	18
Alaska Department of Transportation (DOT) - Division of Measure- ment Standards, Section of Weights and Measures.....	24	Beating the Odds on Northern Waters (book, 244 pages).....	30
Alaska Diving Safety - Workshop Proceedings.....	30	Beating the Odds: Onboard Emergency Drills (VHS or DVD).....	30
Alaska Draggers Association.....	17	Beck Pack Systems Inc.....	34
Alaska Export Assistance Center.....	8	Bering Sea Fishermen's Association (BSFA).....	18
Alaska Fish Spotters Association.....	17	Bill Atkinson's News Report.....	41
Alaska Fisheries Development Foundation (AFDF).....	5, 24	Biofach.....	46
Alaska Fisherman's Journal.....	27	Boating & Fishing with Children in Alaska (brochure).....	31
Alaska Groundfish Data Bank.....	17	Boating Safety Sidekicks (color book for young kids).....	31
Alaska Herring Seiners Association.....	17	Boatkeeper.....	27
Alaska Independent Fishermen's Marketing Association (AIFMA).....	17	Borrowing: A Guide for Alaska Commercial Fishermen.....	10
Alaska Industrial Development and Export Authority (AIDEA).....	5	Bristol Bay Driftnetters Association.....	18
Alaska Invest Net.....	5	Bristol Bay Economic Development Corporation (BBDEC).....	18
Alaska Longline Fishermen's Association (ALFA).....	17	Care of Halibut Aboard the Fishing Vessel.....	36
Alaska Marine Conservation Council (AMCC).....	17	Central Bering Sea Fishermen's Association (CBSFA).....	18
Alaska Marine Safety Education Association (AMSEA).....	30	Chain Store Guide.....	41
Alaska Marketing Association.....	17	Coastal Villages Region Fund (CVRF).....	18
Alaska Nautical Training School.....	12	Code of Federal Regulations (CFR).....	10
Alaska Ocean Observing System.....	25	Cold Water Kids Supplement (activities for elementary grades).....	31
Alaska Pacific University (APU).....	12	Collaborative Insights.....	36
		Commercial Fishermen's Recordkeeping & Business Management Manual.....	11
		Commercial Fishing and Agricultural Bank (CFAB).....	6
		Commercial Fishing Fatalities in Alaska.....	31
		Commercial Fishing Revolving Loan Program.....	6
		Common Bivalves of Alaska/Truths and Myths about PSP.....	27
		Common Mistakes in HACCP.....	41
		Concerned Area "M" Fishermen.....	18
		ContactDirect.com.....	41
		Cook Inlet Aquaculture Association.....	1
		Cook Inlet Seiners Association.....	18
		Cordova District Fishermen United.....	19
		Deep Sea Fishermen's Union (DSFU).....	19
		Defensive Diving (dive harvest safety DVD).....	31
		DeltaTrak.....	34
		DHL Danzas Air & Ocean.....	35
		Direct Marketing Business License Application.....	41
		Directory of Alaska Seafood Suppliers.....	41
		Diversified Business Communications.....	46
		Douglas Island Pink and Chum, Inc.....	1, 19

Index

Dun & Bradstreet.....	39	Marine Safety Instructor Training Manual (AMSEA training manual, 455 pages).....	31
Eastern Seaboard Packaging.....	34	Marine Stewardship Council (MSC).....	39
Emergency Instruction & Drill Manual (manual for instructors).....	31	Marine Yellow Pages.....	28
Establishing a Business in Alaska.....	11	Marketing and Shipping Live Aquatic Products.....	36
Eurofish.....	42	Marketing Guidebook: The Blue Book of Supermarket Distribution.....	43
Federal Processor Permits.....	27	McDowell Group.....	9
Field Mechanics.....	13	Meat & Seafood Merchandising.....	43
Financial Planning Guide for Commercial Fishermen.....	11	National Fisheries Institute (NFI).....	20, 25, 39
Fisheries Management for Fisherman, Understanding Fisheries Management.....	27	National Fisherman.....	28
Fisheries of the United States.....	27	National Marine Fisheries Service (NMFS).....	25
Fisheries Technology Program-University of Alaska Southeast (UAS).....	15	National Oceanic and Atmospheric Administration.....	6, 25
Fisherman's Business Guide.....	11	Native American Employment and Training.....	13
Fisherman's Direct Marketing Manual.....	42	Natural Products Expo East.....	46
Fishery Industrial Technology Center - UAF School of Fisheries and Ocean Sciences.....	15, 26, 40	Net Mending and Patching.....	28
Fisheryxchange.com.....	42	NFI Buyers' Guide.....	43
Fishing Family Publication Series.....	11	North Pacific Fisheries Association (NPFA).....	20
Fishing for Octopus - A Guide for Commercial Fishermen.....	27	North Pacific Fishery Management Council (NPFMC).....	20, 26
Fishing for the Future.....	19	North Pacific Fishing Vessel Owners Association.....	20
Fishing Vessel Insurance, How Much is Enough?.....	11	North Pacific Longline Association (NPLA).....	21
Fishing Vessel Owners Association.....	19	North Pacific Scallop Cooperative.....	21
Fishmonger Seafood Software.....	42	Northern Southeast Regional Aquaculture Association.....	2, 20
Food & Agriculture Organization of the United Nations.....	3	Northwest Observer Association.....	21
Food Logistics.....	36, 42	Northwest Trade Adjustment Assistance Center.....	6
Food Marketing Institute Show.....	46	Norton Sound Economic Development Corporation (NSEDC).....	21
FrozenFoodAge.com.....	42	Ocean Treasure - Commercial Fishing in Alaska.....	28
Gillnet Hanging.....	27	Oceanair, Inc.....	36
Global Aquaculture Advocate Magazine.....	3	Old Harbor Fishermen's Association.....	21
Global Perishable Logistics Group.....	36	Organic Trade Association.....	46
Globefish.....	42	Outdoor Survival Training Manual (for middle school grades).....	32
GoTradeSeafood.com.....	42	Pacific Fishing Magazine.....	29
Groundfish Forum.....	19	Pacific Seafood Processors Association.....	21
Guide to Northeast Pacific Flatfishes: Families Bothidae, Cynoglossidae, and Pleuronectidae.....	28	Packaging Products Corporation.....	34
Guide to Northeast Pacific Rockfishes: Genera Sebastes and Sebastolobus.....	28	Panalpina Inc.....	36
Guidelines for Shellfish Farming in Alaska.....	3	Peninsula Marketing Association.....	21
HACCP: A Simple Way to Prevent Problems.....	42	Petersburg Vessel Owners Association.....	21
Halibut Dressing.....	28	Preventing and Treating Seasickness.....	32
Hanging a Gillnet.....	28	Prince William Sound Aquaculture Corporation (PWSAC).....	2, 21
Hazardous Materials On Board.....	31	Prince William Sound Community College.....	13
How to Handle Your Halibut.....	28	Progressive Grocer.....	43
iComFish Alaska.....	28	Purse Seine Vessel Owners Association (PSVOA).....	21
Infofish.....	42	QuickLabel Systems.....	34
International Pacific Halibut Commission.....	25	Registered Buyer Permits.....	29
It Could Have Been Prevented (small boat safety, VHS).....	31	Rescues at Sea (guide to helicopter rescues and dewatering pumps VHS or DVD).....	32
Kenai Peninsula Fishermen Association.....	19	Responding to Dive Emergencies in Alaska (brochure).....	32
Ketchum Manufacturing Inc.....	34	Restaurants & Institutions.....	43
Kodiak Fishermen's Wives Association.....	19	Revolving Loan Fund.....	6
Kodiak Longline Vessel Owners Association.....	19	Salmon For Alaska's Future.....	21
Kodiak Longliners.....	19	Salmon Market Information Service (SMIS).....	43
Kodiak Regional Aquaculture Association.....	2, 19	Seabird Bycatch: Trends, Roadblocks, and Solutions.....	29
Kodiak Seine Boat Owners Association.....	19	Seafax Directory.....	43
Kodiak Seiners Association.....	20	Seafood Business Magazine.....	44
Kodiak Vessel Owners Association.....	20	Seafood International.....	44
Kuskokwim Fishermen's Cooperative.....	20	Seafood Market Analyst.....	44
Kvichak Setnetters' Association.....	20	Seafood Network Information Center (SeafoodNIC).....	37, 44
Lifoam Industries, LLC (formerly Tech Pak Solutions, Inc.).....	34	Seafood Producers Cooperative.....	22
LMR Shrimp Market Report.....	43	Seafood Safety: What Consumers Need to Know.....	37, 44
Marine Advanced Technology Education (MATE).....	13	Seafood Trend Newsletter.....	44
Marine Advisory Program (MAP) - Alaska Sea Grant - UAF School of Fisheries and Ocean Sciences.....	2, 9, 15, 26, 40	Seafood.com.....	44
Marine Exchange of Alaska (MXAK).....	20, 25	SeaFoodSearch.com.....	44
		SEALink, Inc.....	13
		Setnetters Association of Bristol Bay.....	22
		Seven Ways to Get Hurt or Killed While Commercial Fishing (brochure).....	32

Index

Sheldon Jackson College	14	Vessel Damage Control (brochure)	32
Shorepoint Insurance Services	36	Vessel Safety Manual	33
SIAL	46	Victory Packaging	35
Small-Scale Marketing of Aquaculture Product	3, 44	Water Wise (boating safety book, 200 pages)	33
Solving Bycatch: Considerations for Today and Tomorrow	29	When Seconds Count: Care and Use of Immersion Suits (VHS or DVD)	33
Southeast Alaska Fishermen's Alliance	22	Who's Who in the Fish Industry	29
Southeast Alaska Herring Seiners Marketing Association	22	Wild Alaska Salmon - Alaska Salmon Buyers Guide	45
Southeast Alaska Regional Dive Fisheries Association	22	Wild Catch	45
Southeast Alaska Revolving Loan Fund (RLF)	6	Women's Fisheries Network	23
Southeast Alaska Seiners Association	22	World Trade Center Alaska (WTCAK)	10, 40
Southern Southeast Regional Aquaculture Association	2, 22	WorldCatch Foods, Ltd	40
Southwest Alaska Vocational Education Center (SAVEC)	14	Yerecic Label	35
Spawn, Spat, and Sprains: A Manual for Aquaculture Safety in Alaska	3, 32	Yukon Delta Fisheries Development Association (YDFDA)	23
Stoffel Seals Corporation	35	Yukon River Drainage Fisheries Association (YRDFA)	23
Supermarket News	45		
Survival at Sea Series (four volume DVD set)	32		
Surviving Outdoor Adventures (K-12 curriculum in four volumes)	32		
Tanana Chiefs Conference (TCC) - Business Development Department	7		
Technology Research & Development Center (TREND)	7		
Temperature Directed Fishing: How to Reduce Bycatch and Increase Productivity	29		
Trading Up, Saving Taxes	11		
Transferring Your Family Fishing Business	11		
U.S. Bureau of Indian Affairs (BIA)-Native American Employment Assistance	14		
U.S. Coast Guard District 17 - Regional Exam Center	26, 30		
U.S. Department of Agriculture - Rural Development	7, 9		
U.S. Department of Commerce - Alaska Export Assistance Center	39		
U.S. Department of Commerce - Seafood Inspection Program	26		
U.S. Department of Commerce - Small Business Administration (SBA)	7, 14		
U.S. Department of Health and Human Services - Centers for Disease Control & Prevention - National Institute of Occupational Safety and Health	30		
U.S. Department of the Interior - Bureau of Indian Affairs (BIA)	8		
U.S. Food and Drug Administration (FDA)	26, 29		
Ugashik Set Net Association	22		
Understanding Salmon Markets	45		
United Catcher Boats	22		
United Cook Inlet Drift Association (UCIDA)	22		
United Fishermen of Alaska (UFA)	22		
United Fishermen's Marketing Association	22		
United Salmon Association	23		
United Southeast Alaska Gillnetters Association	23		
United States Cold Storage	36		
University of Alaska Anchorage - Small Business Development Centers (SBDC)	9		
University of Alaska Anchorage - Technology Research & Development Center (TREND)	9		
University of Alaska Anchorage (UAA)	14		
University of Alaska Anchorage - Institute of Social and Economic Research	9		
University of Alaska Fairbanks - Marine Advisory Program - Alaska Sea Grant	2, 9, 15, 26, 40		
University of Alaska Fairbanks - School of Fisheries and Ocean Sciences	15		
University of Alaska Fairbanks (UAF)	14		
University of Alaska Fairbanks - Fishery Industrial Technology Center (FITC)	15, 26, 40		
University of Alaska Southeast (UAS)	14		
Urner Barry Publications, Inc.	45		
Using Small Boats Is a Way of Life in Alaska (brochure)	32		
Valdez Fisheries Development Association	2		

Sea Grant Marine Advisory Program

The Marine Advisory Program (MAP) is the extension arm of the Alaska Sea Grant College Program. MAP is a statewide outreach and technical assistance program helping Alaskans wisely use, conserve, and enjoy Alaska's marine and coastal resources. www.marineadvisory.org

Anchorage

1007 West 3rd Avenue Suite 100
Anchorage, Alaska 99501
Voice: 907-274-9691
Fax: 907-277-5242
E-mail: map@sfos.uaf.edu

Paula Cullenberg – anpj@uaa.alaska.edu
Ray RaLonde – afrlr@uaa.alaska.edu
Beverly Bradley - fnbjb1@uaf.edu
Julie Carpenter – anjsc@uaa.alaska.edu
Donald Kramer – afdek@uaa.alaska.edu
Deborah Mercy – andam@uaa.alaska.edu
Rick Steiner – afrgs@uaa.alaska.edu
Angela Camos – fnasc2@uaf.edu

Bethel

UAF Kuskokwim Campus
P.O. Box 368
Bethel, Alaska 99559
Voice: 907-543-4560
Fax: 907-543-4552

Terry Reeve – lftar@uaf.edu

Cordova

P.O. Box 830
Cordova, Alaska 99574
Voice: 907-424-7542
Fax: 907-424-3673

Torie Baker – torie@sfos.uaf.edu

Dillingham

P.O. Box 1549
Dillingham, Alaska 99576
Voice: 907-842-1265
Fax: 907-842-3202

Liz Brown – bfeab@uaf.edu

Fairbanks

Alaska Sea Grant College Program
P.O. Box 755040
Fairbanks, Alaska 99775-5040
Voice: 907-474-7086
Fax: 907-474-6285

Brian Allee – allee@sfos.uaf.edu

Homer

4014 Lake Street #201B
Homer, Alaska 99603
Voice: 907-235-5643
Fax: 907-235-6048

Terry Johnson – rftlj@uaf.edu

Ketchikan

2417 Tongass Ave. Suite 213A
Ketchikan, Alaska 99901
Voice: 907-247-4978
Fax: 907-247-4976

Dolly Garza – ffdag@uaf.edu

Kodiak

118 Trident Way
Kodiak, Alaska 99615
Voice: 907-486-1500
Fax: 907-486-1540

Chuck Crapo – dfcac@uaa.alaska.edu
Quentin Fong – qfong@sfos.uaf.edu
Kate Wynne – ffkmw@uaf.edu

Petersburg

P.O. Box 1329
Petersburg, Alaska 99833
Voice: 907-772-3381
Fax: 907-772-4431

Allison Rice – fnar@uaf.edu

Unalaska

P.O. Box 526
Unalaska, Alaska 99685
Voice: 907-581-4589
Fax: 907-581-2505

Reid Brewer – brewer@ims.uaf.edu